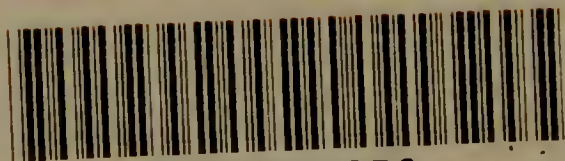

THE TWENTY-NINTH ANNUAL
MEETING NATIONAL WHOLESALE
DRUGGISTS' ASSOCIATION, AT
BOSTON, MASSACHUSETTS, 1903



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C.F. SHOEMAKER.



S.E. STRONG TREAS.



J.O.S.E. TOMS SECRETARY.

PROCEEDINGS

OF THE

National Wholesale Druggists'
Association

OF THE YEAR 1926

HOLDEN, MASSACHUSETTS

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PRESIDENTS
OF THE
WESTERN WHOLESALE DRUGGISTS'
ASSOCIATION

ELECTED

JAMES RICHARDSON, St. Louis.....Mch. 15, 1876, Indianapolis
JAMES RICHARDSON, St. Louis.....Feb. 14, 1877, Pittsburg
ARTHUR PETER, Louisville.....Feb. 13, 1878, Louisville
THOMAS LORD, Chicago.....Nov. 13, 1878, Chicago
HENRY H. BUTTON, Milwaukee.....Nov. 13, 1879, Milwaukee
THEO. H. HINCHMAN, Detroit.....Nov. 10, 1880, Detroit
JAMES S. BURDSAL, Cincinnati.....Nov. 9, 1881, Cincinnati

*Name changed November 8, 1882, to the
National Wholesale Druggists' Association*

PRESIDENTS

OF THE

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

ELECTED

HORACE BENTON, Cleveland.....Nov. 8, 1882, Cleveland
 WILLIAM A. GELLATLY, New York.....Oct. 17, 1883, New York
 CHRISTIAN F. G. MEYER, St. Louis.....Oct. 22, 1884, St. Louis
 MAHLON N. KLINE, Philadelphia.....Oct. 20, 1885, Philadelphia
 DANIEL R. NOYES, St. Paul..Sept. 27, 1886, St. Paul-Minneapolis
 E. WALDO CUTLER, Boston.....Aug. 23, 1887, Boston
 GEORGE A. KELLY, Pittsburg.....Sept. 11, 1888, Saratoga
 PETER VAN SCHAACK, Chicago.....Oct. 22, 1889, Indianapolis
 DANIEL STEWART, Indianapolis.....Oct. 2, 1890, Washington
 WILLIAM A. ROBINSON, Louisville.....Oct. 21, 1891, Louisville
 JAMES E. DAVIS, Detroit.....Sept. 21, 1892, Montreal
 FRANK A. FAXON, Kansas City.....Oct. 11, 1893, Detroit
 THOMAS F. MAIN, New York.....Oct. 1, 1894, New York
 J. C. ELIEL, Minneapolis.....Sept. 4, 1895, Denver
 JOHN B. PURCELL, Richmond.....Oct. 5, 1896, Philadelphia
 CHARLES F. WELLER, Omaha.....Oct. 13, 1897, Richmond
 CYRUS P. WALBRIDGE, St. Louis.....Oct. 20, 1898, St. Louis
 EDWARD C. FRISBIE, Hartford.....Oct. 12, 1899, Niagara Falls
 WILLIAM J. WALKER, Albany.....Sept. 20, 1900, Chicago
 WILLIAM J. WALDING, Toledo...Oct. 15, 1901, Old Point Comfort
 WILLIAM A. HOVER, Denver.....Oct. 9, 1902, Monterey
 CLAYTON F. SHOEMAKER, Philadelphia.....Sept. 10, 1903, Boston

OTHER OFFICERS

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION.

Elected.	1st Vice-Pres'ts.	2d Vice-Pres'ts.	3d Vice-Pres'ts.	4th Vice-Pres'ts.	5th Vice-Pres'ts.	Secretaries.	Treasurers.
1876.....	Robt. Browning.	Arthur Peter.	R. Macready.	John Ewing.	Thomas Lord.	A. B. Merriam.	S. M. Strong.
1877.....	Thomas Lord.	Jas. S. Burdsal.	Daniel Stewart.	Arthur Peter.	Felix Demoville.	"	"
1878 (Feb.)	C. F. G. Meyer.	Jas. S. Burdsal.	George A. Kelly.	D. R. Noyes.	William Litterer.	J. W. Plummer.	"
1878 (Nov.)	T. H. Hinchman.	A. A. Mellier.	Peter J. Singer.	B. B. Hopkins.	J. B. Wilder.	J. C. Richardson	"
1879.....	J. C. Richardson.	W. A. Robinson.	S. A. Tolman.	Geo. A. Kelly.	(None elected.)	D. R. Noyes.	"
1880.....	C. F. G. Meyer.	Robt. Browning.	Jas. S. Burdsal.	C. F. Goodman.	A. H. Jones.	Jas. E. Davis.	"
1881.....	A. A. Mellier.	John R. Drake.	M. C. Williams.	Charles West.	R. A. Robinson.	A. B. Merriam.	"

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

1882.....	Wm. A. Gellatly.	Geo. A. Kelly.	Geo. K. Hopkins.	Sam J. Hale.	A. J. Wilkinson.	A. B. Merriam.	S. M. Strong.
1883.....	J. McKesson, Jr.	J. J. Thomsen.	Arthur Peter.	F. W. Schulte.	(None elected.)	"	"
1884.....	A. A. Mellier.	Robt. Shoemaker	Geo. M. Olcott.	I. L. Lyons.	J. C. Fox.	"	"
1885.....	A. H. Jones.	J. C. Richardson.	Wm. A. Rust.	Chas. H. Pettet.	F. A. Faxon.	"	"
1886.....	J. C. Eliel.	Solomon Carter.	M. Cary Peter.	L. A. Lange.	C. F. Goodman.	"	"
1887.....	Solomon Carter.	F. A. Faxon.	J. H. Winkelmann	J. A. Demoville.	J. A. Matthews.	"	"
1888.....	P. Van Schaack.	Geo. M. Olcott.	J. C. Richardson.	C. H. Pettet.	H. B. Gilpin.	"	"
1889.....	Daniel Stewart.	J. McKesson, Jr.	W. J. Walding.	I. L. Lyons.	F. W. Schulte.	"	"
1890.....	R. W. Powers.	Robt. Shoemaker	W. J. Walding.	Thos. F. Main.	E. C. Frisbie.	"	"
1891.....	J. McKesson, Jr.	H. T. Clark.	Jas. H. Rhodes.	Chas. Hubbard.	H. B. Gilpin.	"	"
1892.....	J. A. Gilman.	D. D. Phillips.	H. E. Marvin.	W. A. Hover.	C. W. Snow.	"	"
1893.....	J. C. Eliel.	Thos. F. Main.	John B. Purcell.	John N. Carey.	E. C. Frisbie.	"	"
1894.....	Theo. F. Meyer.	W. J. Walker.	D. D. Phillips.	F. L. Carter.	J. D. Price.	"	"
1895.....	W. A. Hover.	N. Ashley Lloyd.	Jas. R. Owen.	F. W. Braun.	M. A. Fall.	"	E. L. Strong.
1896.....	J. A. Gilman.	Jas. McCord.	G. K. Hopkins.	W. P. Redington.	H. W. Evans.	"	"
1897.....	Thos. C. Peek.	E. D. Taylor.	Lucien B. Hall.	C. A. Jerman.	Geo. A. Kelly, Jr.	"	"
1898.....	Albert Plaut.	W. S. Mersereau.	F. Keeling, Jr.	F. Keeling, Jr.	J. C. Lyons, Jr.	"	"
1899.....	John N. Carey.	F. M. Robinson.	G. G. Minor.	Chas. Cook.	L. A. Lange.	"	"
1900.....	F. S. Churchill.	W. O. Blanding.	W. P. Redington.	H. W. Williams.	C. F. Michaels.	"	"
1901.....	Theo. F. Meyer.	C. F. Cutler.	L. N. Brunswig.	W. A. Nelden.	H. H. Sinnige.	"	"
1902.....	W. P. Redington.	F. L. Carter.	C. F. Michaels.	I. W. Evans.	I. M. Hinchman.	J. E. Toms.	"
1903.....	M. Cary Peter.			J. W. Morrisson.	A. D. Parker.	"	"

BOARDS OF CONTROL

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION.

Elected.	Chairmen.	Other Members.		
1876.....	C. F. G. Meyer.	R. A. Robinson.	Henry W. Fuller.	D. R. Noyes.
1877.....	"	B. B. Hopkins.	S. Mansfield.	P. Van Schaack.
1878 (Feb.)	Charles C. Reakirt.	A. Kiefer.	"	Fred Dohmen.
1878 (Nov.)	James S. Burdsal.	Samuel Laughlin.	Otto Junkermann.	Wm. Litterer.
1879.....	W. C. Williams.	M. Cary Peter.	Fred Dohmen.	Charles West.
1880.....	"	Thomas Lord.	B. H. Huttman.	Wm. Litterer.
1881.....	C. F. G. Meyer.	A. Kiefer.	Sam'l Laughlin.	P. C. Wheeler.

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

1882.....	W. A. Robinson.	James E. Davis.	John McKesson, Jr.	James Richardson.	I. L. Lyons.
1883.....	James S. Burdsal.	A. A. Mellier.	Louis T. Lazell.	J. W. Rankin.	E. Waldo Cutler.
1884.....	James Richardson.	Thomas F. Main.	Peter J. Singer.	Solomon Carter.	Daniel Stewart.
1885.....	"	Daniel R. Noyes.	H. H. Osgood.	J. W. Rankin.	J. S. Farrand.
1886.....	George M. Olcott.	George K. Hopkins.	Peter Van Schaack.	Robt. Shoemaker.	James E. Davis.
1887.....	"	"	J. W. Plummer.	F. W. Schulte.	W. A. Robinson.
1888.....	William A. Rust.	A. U. Andrus.	James E. Davis.	Daniel Myers.	R. W. Powers.
1889.....	"	"	"	"	E. L. Brown.
1890.....	"	Fred L. Carter.	"	Geo. K. Hopkins.	John Birks.
1891.....	Daniel R. Noyes.	Alex. H. Jones.	J. W. Rankin.	"	J. A. Gilman.
1892.....	M. Cary Peter.	Thomas F. Main.	Thomas A. Cobb.	A. S. Brooks.	W. H. Schmidt.
1893.....	C. F. Weller.	J. A. Gilman.	J. S. Moffitt.	E. Waldo Cutler.	B. F. Fairchild.
1894.....	"	M. Cary Peter.	F. A. Faxon.	Daniel Myers.	"
1895.....	"	Fred L. Carter.	"	James R. Owen.	D. D. Phillips.
1896.....	"	Thomas C. Peek.	W. J. Walker.	"	W. J. Walding.
1897.....	W. J. Walker.	I. A. Solomons.	C. F. Shoemaker.	A. E. Neat.	Charles Cook.
1898.....	"	D. D. Phillips.	T. E. Shoemaker.	F. A. Dicks.	D. M. Cowan.
1899.....	C. F. Shoemaker.	J. C. Fox.	J. A. Gilman.	M. Cary Peter.	Lucien B. Hall.
1900.....	J. C. Fox.	James McCord.	Fred L. Carter.	Thomas F. Main.	John N. Carey.
1901.....	Lucien B. Hall.	T. E. Shoemaker.	W. A. Hover.	A. B. Stewart.	Charles Cook.
1902.....	"	E. D. Taylor.	G. W. Lattimer.	C. P. Barton.	C. A. Jerman.
1903.....	"	H. W. Evans.	A. M. Reid.		

Twenty-Ninth Annual Meeting
of the
National Wholesale Druggists'
Association

held at
Hotel Somerset, Boston, Massachusetts
September 8 to 12, 1903

FIRST SESSION

TUESDAY MORNING, SEPTEMBER 8.

President William A. Hover, of Denver, called the meeting to order, and said:

GENTLEMEN OF THE ASSOCIATION:—It becomes my very pleasant duty to call to order the twenty-ninth annual meeting of this Association, being the second meeting of the Association held in this very beautiful city. We are certainly greatly indebted to the Committee on Arrangements and Entertainment for the work they have done, and are very appreciative of their having provided us so commodious, so complete and so delightful a meeting place and general gathering place.

I take great pleasure, gentlemen, in introducing to

you the Chairman of the Committee on Arrangements and Entertainment, Mr. C. F. Cutler, of this city. (Great applause.)

MR. CUTLER: Mr. President and Gentlemen—In behalf of the Committee on Arrangements and Entertainment, I take great pleasure in extending to you a very hearty welcome to New England. We hope this meeting will prove beneficial to you in a business way and enjoyable socially. We had expected to have with us this morning His Honor, Mayor Collins, but he found that he was unable to be present. However, we are very fortunate in having with us a representative of the city government, who, though young in years and young in politics, yet is destined to have a most brilliant future. I take pleasure in introducing to you the President of the Common Council, Mr. Arthur W. Dolan. (Applause.)

ADDRESS OF WELCOME BY MR. A. W. DOLAN

MR. DOLAN: Mr. President and Gentlemen of the National Wholesale Druggists' Association—Unlike my friend who preceded me, it is necessary for me to get upon a platform in order that the representative of the city of Boston may be seen. I know that it will be somewhat disappointing to you not to have the honor and pleasure of meeting the Mayor of this city this morning, and I know that the disappointment will be quite keen, because the descent from a real live mayor to the president of an ordinary common council is very sharp and disappointing in itself.

When our friend, the Chairman of your Committee on Arrangements, called upon me, whatever hesitation

I might have had in accepting his invitation to address you at this time was altogether put away by the blandishment of his manner, the grace of his address, and his charm of character, which I am sure is responsible for the very nice program which has been arranged for you, and for the very pleasant time which you are going to have in this city this week. I hope, while it may be disappointing to realize that Boston has a chief executive who sometimes delegates a boy on the proverbial man's errand, that you may perhaps find some consolation in the words of Shakespeare when he says: "It is better to bear the ills we have than fly to others we know not of;" so that, being here, it is my very great pleasure to welcome you to a city whose hospitality is of the warmest nature; a city which is proud to welcome within her gates a body of men representing so important a part of the industrial world as do you.

It might perhaps have fallen upon the Chairman of the Board of Aldermen to come here this morning and to utter these words of welcome; but I am afraid he might have had some superstition that fate was against him if he had done so, for the reason that he has just appeared before a convention of doctors, and also before a convention of embalmers, and perhaps the third link in the chain of conventions of that nature would have been too much for him. (Laughter.)

It is a great pleasure, gentlemen, to welcome you to a city which we feel has so much to attract you. We have within our city limits some of the greatest historical points of interest that can be found in this country. Boston was perhaps first in most of the movements which were for the uplifting and the maintenance of the American Government, and for the preservation of the Consti-

tution; and to any American citizen it must be a pleasure to come to our city, and to visit Faneuil Hall, the cradle of liberty, where the first words, perhaps, were spoken in behalf of that liberty and equality which has characterized the American nation ever since; to visit Bunker Hill; to visit our Navy Yard, which was the place of stirring scenes during the War of the Revolution, and to go on board the Wabash, an old vessel which was used during the Civil War, and to visit, perhaps, many other places in and around our city—perhaps some of the old burying grounds which are so typical of Boston in its old days. I do not say that as being suggestive to a body of druggists, but I do say it because, to many men, there is a certain charm in the antiquities of such a place, and in the many peculiar inscriptions which may be found there on the headstones. I think on one of them is the following:—

“Stop here, my friend, and cast an eye;
As you are now, so once was I;
As I am now, so you must be;
Prepare for death and follow me.”

To the everlasting disgrace of Puritanical Boston, it must be said that some vandal inscribed at the bottom of that same stone:—

“To follow you I’m not content,
Unless I know which way you went.”

There is no doubt that in the graveyards surrounding the city a great many peculiar and antique epitaphs may be found; and while it is not a very beautiful prospect,

perhaps, on such a glorious day as this September day, to visit a graveyard, yet sometimes we find some pleasure in these things.

We have many points of interest which your Committee has very wisely pointed out in your program of entertainment, and to which trips have been arranged. You are certainly to be complimented upon the variety of the trips and sight-seeing parties which have been arranged for upon your program. In an experience of quite a few years, although I may have the appearance of a beardless youth, I must say that it is the most complete program of entertainment for a convention I have ever seen, and the most elaborate, and I feel that you are to be complimented upon your good fortune in having had these matters so well provided for.

I welcome you to the city of Boston in the name of the Mayor, who would have been very happy to come here if possible for him to do so. In extending to you his greetings and the greetings of the citizens of this city, I express the hope, in closing, that your visit here may be as invigorating as that inscription which is not very frequent in the Druggists' books, and I think it is known as spirits of vini gallici. (Applause.)

PRESIDENT HOVER: Gentlemen, we have listened with much pleasure to the words of welcome extended to us by Mr. Dolan, and I want to say that the President of the Council of the city of Denver would not be in it if he were to undertake to extend any such words of welcome in the case of a convention which might meet in his city. I will call upon Mr. M. Cary Peter, of Louisville, Ky., to respond to these words of welcome in behalf of this Association.

RESPONSE TO ADDRESS OF WELCOME

MR. PETER: I was struck by the fact that peculiar emphasis was put on the words Common Council. We must remember that this has reference to the Boston Common, and it seems to me extremely fitting that the President of the Common Council should welcome to this grand old city this distinguished body of men from all parts of the country. The welcome is such as you might expect from a city so renowned for its hospitality, and we have assurances, in the elaborate arrangements which have been prepared by the Committee, that we shall be honored in a manner fitting our hosts.

The reference which was made to the method of marking graves in Massachusetts reminds me of how they do it down in the South. A man died in Kentucky, and his friends consulted a stonecutter regarding the monument which should be erected upon his grave, and they asked the monument maker to inscribe on the monument these words: "Gone to a better land." The monument maker said, "I can not do it; he lived in Kentucky, and there is no better land." (Laughter and applause.)

In our section of the country we are glad to extend to our visitors the same generous spirit of hospitality which we find here. We are proud to boast of the liberty of which this city is the mother, and we try to exercise it with the same discretion which has always characterized the exercise of liberty and personal freedom in this great center of American institutions. I am reminded of an incident in connection with Mark Twain, whose humour flows so freely and who has such a great fund of it always at his command. He was reprimanded in his early days by his family for being frivolous, and for

not writing in a more serious mood, and he said, "I can't help it; fun oozes out of me like the attar of roses out of the otter." The acceptance of hospitality is a natural part of our disposition, as it is to proffer it, and in that spirit we thank the President of the Common Council for his very kind words of welcome, and we will try to show our appreciation of the welcome by our actions during our stay in the city. (Applause.)

PRESIDENT HOVER: The next order of business is the calling of the roll.

SECRETARY TOMS: Mr. President, it has been customary, instead of calling the roll, to accept the registration in the register book of the Secretary. I move that we follow the usual custom.

PRESIDENT HOVER: If there is no objection, the usual custom will be followed, and the registration of members in the Secretary's register will be accepted as equivalent to the calling of the roll.

The next order of business is the reading of the minutes of the last annual meeting. As these minutes have been printed and distributed to the members, unless there is objection it will be considered that the minutes are approved as printed.

RECEPTION OF DELEGATES

PRESIDENT HOVER: The next business is the reception of delegates from kindred associations. We have with us this morning some members of the Proprietary Association of America. V. Mott Pierce, M. D., of Buffalo, Mr. R. E. Queen of San Francisco, and Mr. E. C. DeWitt of

Chicago, have been appointed delegates from the Proprietary Association. If Dr. Pierce is present, we would like to hear from him on behalf of the Proprietary Association.

DR. PIERCE: Mr. President and Gentlemen of the Wholesale Druggists' Association—On behalf of the Proprietary Association, it is a great pleasure to me to extend the hand of good fellowship to you and to say that it is very pleasant to be again under the same roof-tree with you. If it were not for my corns, I would sing that old refrain, "Darling, how we have missed you." But it does seem as if the prodigal had returned. We are ready to have you kill the fatted calf. I believe this is to be done on Thursday night. We are all ready to get under the table together with you—I mean at the table together with you—and drink in the oratory of the members of your Association. I am sorry that I do not find Mr. Eliel here, nor Mr. Faxon, but possibly Mr. Faxon is drowned out in the floods of Kansas. I understand that he can not look a highball in the face any more. (Laughter.)

We have come to listen to what you have to say to us, and also what the retailers have to say, and then we will probably go home and sleep on it. I may say that we want to hang together—like the man, a signer of the Declaration of Independence, who said, "If we do not all hang together, assuredly we will all hang separately." (Applause.)

PRESIDENT HOVER: I will call upon Mr. C. F. Shoemaker, of Philadelphia, to respond to the remarks of Dr. Pierce, on behalf of this Association.

MR. SHOEMAKER: Mr. President and Gentlemen—I am sure that I can reciprocate in the heartiest way the expressions of satisfaction which the last speaker has used, as to the prodigal coming back. I hope the fatted calf will be of sufficient size on Thursday night to enable him to get one good square meal. I am perfectly sure that all of us have regretted the policy which was thought best on the part of the Proprietary Association several years ago to hold their meetings separately from ours; and I believe that the reunion which takes place to-day will be personally enjoyable all the way around. I also wish to express the hope that as long as our interests lie so closely together along the same path, we will continue to meet together in the future as we did in past years.

I have often compared the progress of this Association with other commercial associations of similar character and it has always been a source of great joy to me to find that we are making history for these other associations. They have the same trials and tribulations to go through, and they have to meet with the same experiences, and very often they arrive at the same conclusions we have arrived at, and which we continue to reach. I am sure that this meeting will result in bringing beneficial results to all three branches of the trade, and while knotty problems are sure to come up, in a complicated business like ours, it certainly must be with the result, with a membership such as these two associations have, that they will be solved in the most just and equitable manner and to the best interest of all. (Applause.)

PRESIDENT HOVER: We have the credentials of the

delegates from the American Pharmaceutical Association. The gentlemen named to represent that association are Henry Canning, Boston, Chairman; A. L. Dickinson, Danbury, Conn.; W. D. Wheeler, Boston; F. A. Jackson, Woonsocket, R. I.; and F. H. Butler, Lowell, Mass. Is Mr. Canning in the hall? If so, we would be glad to hear from him.

MR. CANNING: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I wish to say that I feel it not only an honor, but a pleasure, and a great privilege as well, to extend the fraternal greetings of the old American Pharmaceutical Association—I might more truly say the parental greetings of the American Pharmaceutical Association. You know it is a grand old body, and celebrated its fiftieth anniversary, its golden jubilee, a year ago, and we hope our children will behave themselves. A spirit of unity seems to be in the air at this particular time, and a few moments ago I heard with pleasure that the proprietors and the wholesalers had come to the conclusion that they would get together again. So we may expect good things from this meeting.

You may possibly have to thresh some old straw. My Association has given me no particular instructions. I am here at your call; but even if you are obliged to thresh, and thresh again, as we have for years, some knotty questions referring to all three branches of the trade, let us recall that that little isle across the sea has been threshing and threshing and agitating and agitating for even centuries, and now its people are beginning to see the daylight. If we have to take up these questions again and again, let us keep at it; let us die fighting.

if you will. It is only through the discussion of these things which affect the trade that we can hope to ameliorate the condition of all three branches, and that is the primary object of the various organizations. I am impressed and have always been impressed with the example given to the retail trade by the National Wholesale Druggists' Association. Had we any such unity as they have finally achieved, why we could get anything we wanted. The wholesalers have succeeded in getting pretty much everything they wanted in the end. Several things will come up before you later, and the retail interests will be more particularly represented by the able delegates of the National Association of Retail Druggists—the N. A. R. D., so called. Though affiliated in the past with these organizations, I have now grown to that age—and I suppose that is why the American Pharmaceutical Association, the parent body, sent me here—when I want peace. I should be very glad, as will the other delegates from our Association (one of whom is at present here with me, and others will be later), if at any particular session you would like to have us present, we should be only too glad to participate with you, if you will, in a peaceful way, in your discussions. We again extend the cordial greetings of the American Pharmaceutical Association. (Applause.)

PRESIDENT HOVER: I will call upon Mr. Thomas F. Main, of New York, to respond to the greetings of the American Pharmaceutical Association.

MR. MAIN: It seems hardly necessary to assure the delegates of the American Pharmaceutical Association that they have a hearty welcome at the meetings of this

body. We recognize their society as the first National Association of Druggists in the United States; we recognize it as having taken the first action tending to forbid the importation of adulterated drugs, and we can assure the delegates that they will find us working with them for all measures tending to elevate the trade. We assure them again of a hearty welcome. (Applause.)

PRESIDENT HOVER: We have a certificate from the National Association of Retail Druggists to the effect that Messrs. Robert K. Smither, Charles Reh fuss, John C. Gallagher and Thomas V. Wooten have been appointed delegates to represent that Association at this meeting. If Mr. Smither, who is President of the National Association of Retail Druggists, is on the floor, we would like to hear from him.

MR. SMITHER: Mr. President and Gentlemen of the Association—I rise with becoming modesty to respond for the youngest child among the aggregation of associations here assembled. You have just heard from the paternal association, claiming a record of fifty years. We come here with a record of but five years. We have no history to point to, but, Mr. President and gentlemen, we are trying hard to make a history for our organization.

I am not sure that our delegation has had a formal invitation to be present here, but myself and my associates upon the delegation, having been able to keep our credit fairly good, have always received the glad hand from the jobbers when we met them individually—hence we come with the hope that we shall receive the same welcome when we meet them collectively.

We are here not simply upon a formal call, but upon important business; and as we extend to you the right hand of fellowship and give you the cordial greetings of the forty thousand retail druggists of the country, we say to you that we have business to transact with you, that we have important issues to which we wish to draw your attention. We believe our vigorous and representative Association has reached a somewhat crucial time in its history and in its policy. We believe that the tripartite agreement, under which we have been working in connection with the other two associations during the past five years, has been administered as well, as faithfully and as thoroughly on our part as it could possibly have been, and that we have got out of it all we could. But we have found it insufficient; it needs readjustment and re-enforcement. We desire that the good work shall go on, and while we are working for ourselves, we are also working for you. We are working to improve the prospects, the business and the fortunes of retail druggists. If we do that we make them better customers for the jobbers, because our interests are mutual. Much good has been done by these three Associations in the relations we have had with each other. We have raised the estimation of each for the other, have come closer together and have learned more and more each year that our interests are mutual.

We trust that you will at the proper time give us an opportunity to present our views of what should be done in the immediate future, and that you will not do as my good friend Dr. Pierce has suggested, simply "go home and sleep on it." We want action. We do not want sleepers; we do not want dreamers. We are here for business—business for us and business for you, and we

ask that you will give us a fair audience at the proper time. I thank you for the opportunity of being heard. (Applause.)

PRESIDENT HOVER: I will call on Mr. M. N. Kline, of Philadelphia, to respond to the remarks of Mr. Smither, on behalf of the Association.

MR. KLINE: Mr. President and Gentlemen—I am not as young as I was once—I make that remark for fear that some of you may not realize it—but for a number of years, Mr. President, I have had the pleasure of filling the position which I am now called upon to fill, namely, to respond to the greetings of a body of men without whom, I suppose it may be truly said, we would not be here. At any rate, we would not be as prosperous as we seem to be—I do not know whether we really are as prosperous as we seem to be. (Laughter.)

It is specially fitting that as business men, members of a business organization with a record of which I am always proud and of which every member of the Association can be proud, concerning the businesslike manner in which the Association has conducted its affairs from the time of its inception in 1876 to the present moment, to have meeting with us these young, lusty, earnest and enthusiastic representatives of the other and third branch of our trade. When I hear a man get up on the occasion of extending the greetings of his Association and at once proceed to an assurance that the delegates from that Association are here not to dream dreams and sleep, but for business, I get some of the old-time spirit I had when I was a boy, when I felt I had to hustle or do without bread.

I therefore think it is due to our friends that we should extend them a most hearty welcome and say to them, as I think I truly may, in behalf of our organization, that any business proposition submitted by a live, hustling organization like theirs in a businesslike manner to this body of business men will receive proper and cordial, as well as frank treatment. I am reminded of the remark of a man who is not here, who has been quoted as holding us up as a lot of "jolliers," and I want to say, truthfully, particularly in connection with responding to this speech, that this organization can never fairly be held up as having "jollied" our friends of the retail trade, and can not be accused honestly of not having met them always, in all cases where it was practicable to do so, in a proper spirit. So I am glad to anticipate what will result when they present their business proposition and to assure them that this organization will be found doing business at the old stand and in the old-time manner, and, to paraphrase a quotation from the Psalms, I will say: "Once I was young and now I am old, and I have never seen the day when our friends of the retail drug fraternity have gone away hungry." We have cordially met them in the past, we have co-operated with them in the past, and we will do so again.

There seems to be a sort of levity which has characterized the speeches which have gone before. I am afraid I have struck a little too serious a vein at the opening of my speech. I want to close by telling a story, not as good as Cary Peter gives—of course, no one can tell a story quite the same as he does—but this story was told me by a friend of mine, a clergyman, a very fine fellow, and, as it refers to a Boston girl, it is perhaps fitting I should tell it. A young man boarded a train

somewhere between New Haven and Boston and found but one vacant seat, and that was beside a Boston girl, engaged in reading a very interesting book, dealing with some abstruse subject such as Boston girls read. She held the book in one hand and had the other hand in the end of her muff. He sat there and looked at her reading and then put his hand in the other end of the muff and took hold of her hand, which was in the muff. She looked around with one of those freezing glances that the Boston girls are famous for, and said: "I will give you just twenty minutes to take your hand out of the muff, and if not removed in that time I will scream." (Laughter.) Now I want to say that when our friends who are here, charged with that earnestness which characterizes them, come to us at some future session, we will scream, but we will scream in the way in which they want us to. I think, gentlemen, that we will do that which you expect us to do, and if we do, I believe that will be the most satisfactory way of returning your greetings and will meet the best appreciation from you. We are proud of your organization and of the lustiness and business-like character in which you present its interests, and we hope you will realize all the good that should follow from your association. (Applause.)

PRESIDENT HOVER: The Secretary will now present the list of delegates from the Massachusetts State Pharmaceutical Association.

SECRETARY TOMS: The delegates from the Massachusetts State Pharmaceutical Association are as follows: Henry Canning, Boston, Chairman; G. W. Cobb, East Boston; S. A. D. Sheppard, Boston; J. A. Gilman, Boston; F. L. Carter, Boston.

PRESIDENT HOVER: We would like to hear from Mr. Canning, as Chairman of the delegation.

MR. CANNING: Rather than inflict a second speech on you, I will ask Mr. G. W. Cobb, one of my fellow-delegates, to respond.

PRESIDENT HOVER: We would be very pleased to hear from Mr. Cobb.

MR. COBB: We are very glad, indeed, to have the National Wholesale Druggists' Association hold its meeting in Boston this year, and we hope your business will be pleasant and profitable not only to you, but to the trade throughout the country. There is no question that what is to the interest of the retail trade is to the interest of the manufacturer and the jobber. I thank you, gentlemen, for your courtesy and extend to you the hearty greetings of the Massachusetts State Pharmaceutical Association.

PRESIDENT HOVER: I will call upon Mr. C. P. Walbridge, of St. Louis, to respond to Mr. Cobb.

MR. WALBRIDGE: Mr. President and Gentlemen—I do not know why the President called upon me. I guess he must have classed me among what they call the “scatter-outs.” When our city of St. Louis was a smaller city, and there were two baseball clubs there, one was composed of boys inside the town, and the other was composed of boys just outside the town, so they called the town boys the Rolla Club, and the other boys they called the “scatter-outs.” The other gentlemen have been called upon to talk to something definite, and I am called upon

after all the other subjects are exhausted, and I suppose I am classed among the "scatter-outs."

Mr. President, I am glad to express the hope that this meeting of our Association, associated as it is again with the proprietors and with the retailers, may result in benefit to all. I can not speak of the work of this Association without dealing in "chestnuts," and the "chestnut" is that these three branches of our trade must be inseparable. If they are not inseparable, some one must suffer, and, I believe, all must suffer. I believe there is sufficient intelligence, sufficient business sense, in the three branches of the trade, to form a business alliance that will result in benefit to all; and I certainly hope that this meeting, held as it is in the great, conservative, strong center of our country, may bring about that sort of a combination. (Applause.)

PRESIDENT HOVER: The Secretary will next present the credentials of the delegate from the Pennsylvania Pharmaceutical Association.

SECRETARY TOMS: Mr. C. F. Shoemaker, of Philadelphia, is the delegate from the Pennsylvania Pharmaceutical Association.

PRESIDENT HOVER: We will be pleased to hear from Mr. Shoemaker in this connection.

MR. SHOEMAKER: Mr. President and Gentlemen—As a member of the Pennsylvania Pharmaceutical Association I have been asked by the President of the Association to represent that body on this floor. While my information as to the condition of the retail trade at large

in our State is probably not as accurate as that of the retailers themselves, my opinion is that while our conditions are not ideal, they are very much better than they were five years ago. A large part of this improvement, I believe, is attributable to the work of the N. A. R. D. The State Pharmaceutical Association itself is in a fairly prosperous condition. The last meeting was very successful, and the increase in membership exceedingly great. On behalf, therefore, of the Pennsylvania Pharmaceutical Association, I wish to extend its greetings to this body, and to express the hope that the deliberations which are had here may be of advantage to all three branches of the trade.

It is very hard to predict the outcome of any problem, but I have had a very bad example set before me by my esteemed colleague, Mr. Kline, who introduced some levity into his remarks just now, and I feel that perhaps the uncertainty in regard to the problems before us may be accentuated by telling a story I heard many years ago, but which, I think, is particularly apropos just now on account of the "grave" character of some of the other stories that have been told. This story is of a newsboy, a hoodlum, who was taken in hand by his Sunday-school teacher and invited to a picnic one day. It happened that the picnic was near a rural church, and in the course of the day the boy strolled into the graveyard. He was just able to read, that was all, and he came across an inscription on one of the headstones which interested him very much. It was this :

"Our little Johnnie, aged eleven,
Angels took him up to heaven."

Evidently the inscription did not please the boy, and, as he had had some experience in the world, he wrote this underneath the couplet:

"You can not most always generally tell,
Perhaps little Johnnie has gone to—well, some other place."

So that I feel the uncertainty in regard to Johnnie's destination may be like unto the probable results of some of the plans that are now being offered by various people in the country. (Applause.)

DELEGATES TO PROPRIETARY ASSOCIATION OF AMERICA

President Hover here appointed as delegates to the Proprietary Association of America the following gentlemen:

C. F. Shoemaker, Philadelphia; Fred L. Carter, Boston; C. F. Michaels, San Francisco.

PRESIDENT HOVER: Gentlemen, the Proprietary Association has just commenced its first session, and they are now about to receive the delegates from the various associations. Therefore, those delegates who are present at this meeting and have presented their remarks, will bear in mind, please, that the Proprietary Association is now about to receive its various delegations, and is following up its other business. I will call upon Mr. W. J. Walker, of Albany, to respond to Mr. Shoemaker.

MR. WALKER: Mr. President, in behalf of the National Wholesale Druggists' Association, it gives us great pleasure to welcome with fraternal cordiality the dele-

gate from the Pennsylvania Pharmaceutical Association. This Association has always taken great interest in the various State organizations. We believe that it has been helpful to the general trade, and thereby these organizations have been able to help themselves, and we stand as a body ready to give them all the encouragement and all the aid we possibly can to better their condition. (Applause.)

PRESIDENT HOVER: We have credentials for delegates from the New Jersey Pharmaceutical Association. The Secretary will please announce the names of the delegates.

SECRETARY TOMS: The delegates from the New Jersey Pharmaceutical Association are as follows: William O. Kuebler, Newark; Clarence P. Smith, Newark; Frank O. Cole, Jersey City; C. P. Kinsella, Paterson; William H. Rust, New Brunswick.

PRESIDENT HOVER: We would be pleased to hear from Mr. Kuebler. If Mr. Kuebler is not in the room, are any of his associates on the floor? If not, the Secretary will announce the delegates from the Minnesota State Pharmaceutical Association.

SECRETARY TOMS: The delegates from Minnesota are L. W. Leithhead, Chairman, Duluth; E. A. Pfefferle, New Ulm; S. B. Conger, St. Paul.

PRESIDENT HOVER: Is Mr. Leithhead on the floor, or any of his associates? If not, we will take up the delegates from the Virginia Pharmaceutical Association.

The Secretary will announce the delegates from that Association.*

SECRETARY TOMS: Mr. Edgar D. Taylor, of Richmond, is the delegate from the Virginia Pharmaceutical Association.

PRESIDENT HOVER: The Chair would like to hear from Mr. Taylor.

MR. TAYLOR: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I am requested by the Virginia Pharmaceutical Association to extend greetings with the hope that your meeting will be harmonious, and one which will result in much good not only to the wholesale druggists, but to the retailers. (Applause.)

PRESIDENT HOVER: I will call upon Mr. George W. Lattimer, of Columbus, Ohio, to respond to Mr. Taylor.

MR. LATTIMER: I am sure that I voice the sentiments

*Mr. Leithhead, who was not in the meeting room when called upon, later handed to the Secretary a communication addressed to Mr. Leithhead by Secretary Theo. F. Leeb, of the Minnesota State Pharmaceutical Association, stating that "the Association went on record as indorsing the N. A. R. D. and the work done by it to benefit the retailer and incidentally the jobber; indorsed the Miles Medical Company's direct contract and serial numbering plan; recognized the value and importance of harmony and united action of the N. W. D. A. and N. A. R. D.; recognized the wisdom of having the Minnesota State Pharmaceutical Association represented at the meeting of the N. W. D. A., and of endeavoring to form local associations throughout the State to work with the State Association and the N. A. R. D. in local, State and national matters." As Mr. Leithhead had no other opportunity to present the views of the Minnesota Association to the Convention, the above is printed as a matter of record.—SECRETARY.

of every member here when I state that we are glad to receive the greetings of any of the local associations. We have work to do as a National Association, but nothing can be accomplished unless we get the co-operation of all the local organizations throughout the land. I feel that by getting the representatives of these local associations at our national meetings, we can probably accomplish something and solve some of the problems that we have before us at the present time. We greet these gentlemen cordially. (Applause.)

PRESIDENT HOVER: We have a delegate from the Philadelphia Association of Retail Druggists. Mr. Samuel W. Strunk has been deputed to represent that Association, and if he is present we would be pleased to hear from him. As Mr. Strunk does not seem to be in the room, the Secretary will read some telegrams and letters which he has received.

SECRETARY TOMS: We have received some telegrams and a letter of greeting, as follows:

GREETINGS FROM ABSENT MEMBERS

(Telegram.)

SAN FRANCISCO, CAL., Sept. 7, 1903.

W. A. Hover, President, Boston, Mass.:

Regret can not be with you. My best wishes for a successful meeting.

W. P. REDINGTON.

(Telegram.)

HARTFORD, CONN., Sept. 8, 1903.

W. A. Hover, President National Wholesale Druggists' Association, Boston:

To you and members of the Association I extend my best wishes for a successful meeting. Sincerely regret I can not meet with you as anticipated up to the last minute.

EDWARD C. FRISBIE.

SEAL HARBOR, ME., Sept. 1, 1903.

Mr. J. E. Toms, Secretary, Boston, Mass.:

My dear Toms—I am here “for health” and shall hardly get to the Convention, although much better. Please give to our worthy President my congratulations on his successful administration, and to the Convention my own and my firm’s best wishes.

Yours sincerely,

DANIEL R. NOYES.

PRESIDENT HOVER: The next order of business is the President’s address. Is Mr. Cutler on the floor? If so, I would like him to kindly take the Chair.

(Second Vice-President Cutler in the Chair.)

President Hover read the following address:

THE PRESIDENT’S ADDRESS

Gentlemen of the National Wholesale Druggists’ Association:

It is sixteen years since the last meeting of our Association in this historic and, in many respects, most interesting of our American cities. Sixteen years fraught with many changes in the personnel of our Association, in the manner and methods of doing business and the conditions which have from time to time confronted us. The presiding officer of our Association sixteen years

ago was that splendid veteran of the drug trade, Daniel R. Noyes, of St. Paul, whose ever watchful interest in the affairs of the Association and whose counsel and good judgment have at all times been such as to make his influence a powerful factor in the questions deliberated upon by this body.

The President and Vice-President-elect at our meeting sixteen years ago, Mr. E. Waldo Cutler and Solomon Carter, both residents of this city, were men of a school and generation fast passing away, and we are mournfully reminded as we again meet here that they are no longer with us, but we highly and sincerely appreciate the welcome which has been extended to us by the representatives of the newer generation, their sons and successors.

To again visit this birthplace of freedom, the scene of the stirring times of revolutionary days, is to renew our schoolboy memories of Paul Revere, of Lexington, Concord and Bunker Hill, and further reminds us that to Boston is due the origin of that function since become so popular with our wives and sweethearts, the afternoon tea party.

Since last we met we have been passing through a period of the greatest readjustment of values, as applied to certain classes of property, that the world has ever seen, resulting in the shrinkage of a sum amounting to nearly twice that of the national debt, all of which has been accomplished without creating a ripple in commercial circles. Shrinkage in railroad and industrial stocks alone has reached the enormous sum of \$1,766,799,000. That this loss should have occurred without materially affecting the output of our factories or creating any disturbance in our commercial life is one of the marvels of the age, and shows conclusively the firm foundation on which our business interests are at the present time based. Further readjustment of values in other directions is certain to occur, and notwithstanding that an active and apparently unceasing demand for manufactured articles still continues, that prospects for fair crops and good prices prevail over the entire

country, caution and wise conservatism demand a care in the abuse of our credits for the purpose of extending the volume of our trade. And, on the other hand, further caution and care in granting other than reasonable and conservative lines of credit to others.

Sixteen years ago our Association met with an active membership of two hundred and sixteen (216), of which number only about one hundred and forty-five (145) were wholesale druggists. Our active membership now numbers two hundred and thirty-three (233), of which one hundred and seventy-nine (179) only are wholesale druggists; not a great increase, but amply sufficient to meet all the demands that have been made upon this branch of commercial life during the interim.

Old houses have gone and new ones have taken their places. Conditions are ever changing, and he who is not prepared to take advantage of the new demands and new requirements can not expect to long successfully compete in this race for the goal of success. Many of us have passed the half-mile post so far as our productive working days are concerned, and it has become a matter of vital importance how best we can secure more adequate returns for the work we are and have been doing, and to place our several affairs in such condition as to insure more certain and better results in the future. It is hardly possible for us to expect much relief in this direction in the shape of economies in the conduct of our business. Rapidly increasing taxation in our larger cities, greater cost of transportation and uncertain and more expensive demands, resulting from the labor question, are not easily overcome. For relief we must needs look in some other direction.

So apparent is the necessity for action in this particular that when during the early summer months an invitation was extended to a number of our representative wholesalers of the West and Middle West to meet in conference in Chicago on the boxing and

cartage question, not a single house who received an invitation failed to respond, either in person or by letter. The unanimity of opinion which governed this meeting was a surprise, even to those who were in close touch with the situation. As you will note from the report of the Chairman of the Committee who had the matter in charge, the territory south and west of the Allegheny Mountains is unanimous in the opinion that the boxing and cartage charge should be reinstated.

That this charge is in every respect a just one but few who are familiar with the requirements of the drug business will deny. The fact that other lines of business have long since abolished charges for boxing and cartage is no argument as applied to the business which we are conducting. The requirements imposed upon the wholesale druggist are very different in character from the conditions and requirements imposed upon any other mercantile line. The wholesale drug business is essentially a broken package business and is daily becoming more so; the full package is the exception and the broken package the rule. Where in former years the retailer ordered in full dozens he now orders in fractions, necessitating the employment of a larger number of packers, greater care and the assumption of greater obligations in the safe delivery of goods, which can not be avoided. In no line of business will the actual cost imposed by free boxing and cartage anywhere approximate the percentage that obtains in the wholesale drug business. Therefore, I say that it is a legitimate effort to look for some relief in this direction. I therefore recommend that the work of the Committee, undertaken under such auspicious circumstances and with results promising a favorable termination, should be continued by the reappointment of the same or some other Committee, having the same object in view.

In a manner perfectly legitimate we may also look in other directions for a correction of existing abuses, which would also

result in securing to ourselves more adequate compensation and in a manner entirely fair to all concerned.

The sale of chemicals, a large and important factor of our business, which formerly, and at present as applied to many articles, is a profitable feature, promises by reason of unhealthy competition and by the innovation of new methods, to become generally demoralized, and some needed action is required to maintain profits on this class of merchandise.

The effort made by certain manufacturers to secure wider recognition of their respective labels by employing detail men is directly adverse to the interests of the wholesaler, and I am not certain but what the manufacturer himself suffers thereby. Certain it is that the fifty-dollar quantity lots at 10 per cent. off, solicited in connection with detail work, are very unsatisfactory to the jobber and to an extent demoralizing to that branch of his business.

I would therefore recommend the adoption of a resolution by this Association, in effect requesting the chemical manufacturers to discontinue detail work and the solicitation of quantity orders, as resulting in conditions undesirable and unhealthy as applied to both wholesaler and retailer.

It has oft-times been stated that it is impossible to regulate or control the selling price of articles so competitive in character as the products of the manufacturing chemist. Is this statement altogether true? As a matter of fact, is not the price of many articles as clearly competitive in character, absolutely controlled by the respective manufacturers? There are probably ten manufacturers of fluid extract of sarsaparilla and sarsaparilla compound where there is one manufacturer of iodide of potash, which is used in conjunction with the same. But do you ever hear of the package price of any of our fluid extracts, or of pharmaceutical preparations generally, being cut by the wholesaler? Do you ever receive complaints from your salesmen that a competitor is selling

any of the articles represented in Part II of our pharmaceutical lists at a price better than the trade price? These articles are many of them competitive in character and duplicated by many houses, but the price made by the manufacturing pharmacist is rarely ever violated.

The manufacturing chemists are far less in number than the manufacturing pharmacists. Why, therefore, is it not practical and possible for the manufacturing chemists, by agreement, to establish a similar schedule for the marketing of their products; a long price, a trade price and a best price, similar in form to that used at the present time by the manufacturing pharmacist. While this plan might not in all particulars be made to apply to all the products of the manufacturing chemist, it could be made to apply and quite effectively to a majority of the small package items, and would insure to the jobber a respectable profit in the handling of same.

I would therefore recommend that this Association, by resolution, instruct the incoming administration to appoint a committee for the purpose of conferring with the manufacturing chemists having in view the regulation of the prices of their products that would insure adequate returns to the jobber.

During the early months of the year the officers of your Association extended an invitation to the Proprietary Association, through President Harding, to change the date of their meeting, which for several years past has been held in the early summer months, to a time and place coincident with the meeting of this Association. The invitation thus extended, I am gratified to state, was accepted, and we are thus able to again meet and renew acquaintance with our proprietary friends. I sincerely trust that the experience of this meeting will be such as to make desirable the return to the custom prevailing in past years, and that in the future the meetings of the Proprietary Association and the National Wholesale Druggists' Association will be held together.

Not only is this opportunity of meeting with our proprietary friends pleasant in a social way, but in a measure it is beneficial from a business standpoint. Our interests are to a large extent common, and a closer relationship will result in a better understanding and be of mutual benefit.

While it is undoubtedly a fact that the manufacturer is constantly importuned to increase his discount, especially in cases where the old 10 per cent. discount is still adhered to, it should be borne in mind that this request on the part of the wholesaler is based upon sound business reasons and is worthy of some consideration. Ten and five, or fifteen per cent., as applied to the sale of proprietary articles at the present time, is no greater than was ten per cent. twenty years ago, when the rebate plan was first adopted. Conditions have materially changed since that date and if the jobber is somewhat over insistent on this question, it is because of the requirements and the demands imposed upon him of later years.

I would also suggest to our proprietary friends of many years' standing that this attitude on the part of the jobber in a measure reverts to their interest. It is by no means easy for proprietors of more recent date to market their goods when the jobber uniformly insists upon a discount of not less than 10 and 5 per cent. and the consignment of first orders. This is protection out and out to the old and well established proprietor, necessitating as it does the use of greater capital and greater ability on the part of the new proprietor in the distribution of his goods.

While the jobber has the kindest feelings and the utmost respect for his connections in the proprietary business, and while for the most part the relations between jobber and proprietor are harmonious and pleasant, I would like, without being at all critical, to call the attention of some of the later proprietors to the injustice they are doing themselves and the wholesaler on the question of introductory discounts. As before intimated, it is

now generally understood among jobbers that it is an impossibility to undertake the handling of new preparations on a basis of less than 10 and 5 per cent. In some cases proprietors who have readily acceded to these terms in the first instance have, after their goods have been fairly well placed through the assistance of the jobber, notified their distributors of a reduction of the introductory discounts, and generally to a figure that will not cover the jobber's cost of distribution. This is a mistake and can not but cause a feeling of resentment on the part of the jobber, nor is it acting altogether in good faith on the part of the proprietor.

The average cost of doing business has increased over former years until now it will average throughout the country at large from 11½ to 12 per cent., and this does not include interest on investment. You can, therefore, readily appreciate the feelings of the jobber when called upon to handle 10 per cent. goods, and especially new preparations. I think that all concerned will agree on the proposition that the distributor is entitled to a small profit over and above the cost of doing business. The recognition of this principle by our proprietary friends will go far toward establishing friendly and co-operative relations where perhaps in some cases such do not exist at the present time.

While not desiring to take up too much time on this subject, I wish to call special attention to the growing practice of placing so many subquantity lots on the market by the proprietor. I think it can be stated without fear of contradiction that the average per cent. of profit on many of our staple proprietary goods, by reason of the great number of subquantities, will not exceed 7 or 8 per cent. There is by far more Peruna distributed at the intermediate price than at the dozen price, and what is true of Peruna is equally true of a number of other of our leading proprietary articles. Not only is this harmful to the wholesaler, but it is a boomerang to the manufacturer

and to the retailer who has at heart an honest desire to see the re-establishing of full prices, inducing, as it does, division among retailers and an easy avenue of supply for the department store and the aggressive cutter.

Opportunity should be afforded to discuss these questions in an entirely impersonal manner, and the exchange of views in a proper spirit will be beneficial to both parties. I therefore think it extremely desirable that we come together at least once a year and thus become better acquainted with each other's needs and necessities. The wholesaler on the one hand should not insist upon that which is improper and obviously unjust, and the proprietor, on the other hand, should not fail to recognize the extent of the necessities of his distributors. Laying aside all these questions we are very glad, indeed, to again welcome with us at this meeting our proprietary friends, and sincerely trust that the relations thus established may be of a character as will render joint meetings in the future desirable and to be looked forward to by the members of both associations with pleasurable anticipation.

A few times in the history of this Association it has been necessary for the officers to appeal to the membership for additional sums of money in order to liquidate current and estimated maturing expenses. It has been my misfortune during the past year to be obliged to call upon our membership for financial assistance for purposes as above. In the early months of my administration it became apparent that before the close of the year it would be necessary to request voluntary subscriptions from our members. After careful consideration it was determined that the subscriptions called for should be voluntary subscriptions rather than by arbitrary assessment. In accordance with estimates made by our Treasurer, notices were in due time sent out and subscriptions asked for in sums varying from \$25 to \$100, depending upon the size and standing of the house appealed to. The response to this call has been highly gratifying, a number of local associations

returning larger amounts than had been requested. Those most prompt in sending in their subscriptions were those of our membership who, by their interest in the affairs of the Association, have kept in close touch with the work of the organization, and who thus recognize the value of the work to the trade at large. And it is this feature I wish to impress upon the jobber, especially the smaller distributor in the interior.

I am sorry to say that there is a disposition on the part of a few to minimize and to depreciate the work which this Association is doing, and particularly the work which devolves upon the Proprietary Committee. This Committee is composed of earnest and loyal men, who cheerfully and willingly give up their time for the benefit of their fellow members. This is especially true of the Chairman, upon whom rests largely the success of the work of the organization for the current year. It is not right nor is it just to ask the Chairman to practically abandon for the time being his personal business. We pay nothing for his services, but we impose upon him work of a burdensome and arduous character, by which we are all benefited. It is, therefore, perfectly right, proper and just that this Association furnish the Chairman with all assistance and material required for the proper conduct of the affairs of his office. The question of a few hundred dollars should not for a moment be taken into consideration where the profit on millions is involved.

At the present time there are one hundred and seventy-nine (179) active jobbing members of our Association—including the five Chicago houses who are non-members, a total of one hundred and eighty-four (184). The minimum combined capital of this number is, according to R. G. Dun & Co., \$23,723,000. The maximum capital, according to the same authority, is \$37,380,000. The actual capital invested in the wholesale drug business by our membership is therefore somewhere between these two figures. Taking the minimum figure as a conservative basis and using

four as a conservative multiplier, we have a result of \$94,892,000, as representing in a very conservative degree the annual sales of our membership. Of this amount 54 per cent., or \$51,241,680, represents sales of proprietary articles. Our Treasurer's reports during the past five years show that the average expense of this Association has been \$13,861, or a trifle more than one-fortieth (1-40) of one per cent. of the total annual sales of proprietary articles by the members constituting this Association, a sum which sinks into utter insignificance as compared with results attained.

I make the assertion, without fear of substantial contradiction, that it would be simply impossible to long maintain our present artificial basis for the sales of proprietary goods, without the mediation of this Association. We would, without the influence which surrounds us as members of this organization, in a very short time be selling proprietary articles on a basis of 5 per cent., or less. In which event the loss, assuming that the average gross profit on proprietary articles is at the present time 10 per cent., would amount to over \$2,500,000 per annum.

The dues and subscriptions which the members of this Association are paying into the treasury are in the nature of premiums, affording the members insurance on the profits of 54 per cent. of their sales—premiums which bring to the membership results that make the returns on the premiums you are paying for your fire insurance fade into utter insignificance. And those of our members who regard the small expense incident to remaining a member of this Association as an unnecessary item and one which can be dropped at will, who regard the same as a luxury in which they have no direct interest, should promptly disabuse themselves of this idea, and in the future consider their Association expenses as an insurance item, as legitimate in every particular as the premiums they are paying on their fire insurance policies, their employes' liability and life insurance policies, and by far the cheapest of them all.

The question of the expense of maintaining the work of the Proprietary Committee of this Association for the coming year and the years to follow should receive your attention during the course of this meeting. It will be necessary to either raise the dues or depend upon regular, voluntary subscription, in case the present scope of the work of the Proprietary Committee is to be continued. This work is of growing importance and should at all hazards be maintained. The consideration of this question is a very important one and the results will be far reaching. I sincerely trust that the Association will make no mistake in their conclusions.

Seldom in the history of this Association has it become our regretful duty to offer expressions of sympathy for an unfortunate member. I, however, feel that it is not out of place on this occasion for this Association to take some action appreciative of the loyalty which has always characterized the life of an old and highly honored member, one of the pioneers of the drug trade, an ex-President of the Association, and one who under all circumstances stood for and by the Association, whose honesty and integrity have never been in question, who had nearly completed a full half century in the drug business in the same city, and whose retirement has been forced by reason of circumstances over which he had no control. I would, therefore, recommend that the name of Mr. Thomas Lord be, by suitable resolution, added to our list of honorary members; and that the Secretary be instructed to send a copy of said resolution to Mr. Lord, as an expression of our sympathy and good will.

I wish to call especial attention to the report of the Chairman of the Committee on Relations with Local Associations, State and Interstate. In the selection of the personnel of this Committee for the current year, I had in mind the binding together of our local associations in such manner and to such a degree as to make their work auxiliary to the work of the National Associa-

tion, and to foster greater interest in the work the National Association is doing. Having this end in view, I appointed as members of this Committee the secretaries of the several local associations, including the New England Drug Exchange, the Southern Drug Club, the South Atlantic Drug Club, the O. K. & I., the Lake Erie Drug Exchange, the Mississippi Valley Drug Club, the J. S. C., the Pacific Drug Exchange, and suitable representatives from other sections. The advantage of concerted action on the part of these several organizations relating to questions of common interest as pertaining to the drug trade, is self-evident, and if the work of this Committee can be extended and action induced on the part of the several local organizations for the correction of general trade abuses, outlining and adopting trade policies, much good can be accomplished.

I would, therefore, recommend to the incoming administration the continuance of this plan of making up this Committee, with the belief that in time, if so constituted, it will become a powerful factor in regulating trade abuses and furthering the general betterment of trade conditions.

This Association has repeatedly placed itself on record, and wisely, as being in sympathy with the retail druggist in his efforts to better his condition. Not only is it desirable to assist in the betterment of the condition of a fellow being, but from a material standpoint it is distinctly to the advantage of the wholesaler to increase the value of the business of his retail clientage and assist in making it a more profitable investment. For this reason, if none other, the National Wholesale Druggists' Association have placed themselves on record as being willing to support any practical plan that will assist the retailer in obtaining better prices and in correcting the cut rate evil.

The consideration of the so-called serial numbering plan, which has now been in operation for somewhat less than a year, and the history of which will be recited in the report of our Chair-

man of the Proprietary Committee, is an effort in the direction indicated. To this plan, so far as it applies to the articles manufactured and placed upon the market by the Miles Medical Company, this Association is committed. Whether or not the extension of this plan as applied to proprietary articles in general can be successfully carried out is a question deserving your very careful consideration.

The consideration of any plan regulating the sale of proprietary articles involves the interests of three parties, the proprietor, the jobber and the retailer. Any plan that does not contemplate a fair consideration of the rights of all of the three parties interested can not succeed. In the agitation of this question and its application to the interests of the jobber it must be borne in mind:—

First—That the sale of proprietary articles constitutes from 56 to 60 per cent. of the jobber's gross sales.

Second—That the actual expense of conducting a wholesale business, as shown by statistics, is from 11, to 12 per cent. of the gross volume of sales, not including interest on investment.

Third—That owing to the vast increase in the sales of proprietary articles in subquantity lots, the gross profit of handling these articles has been materially reduced and will not now average to exceed 10 per cent., and in my judgment it will be even less than that figure.

Fourth—That any plan which involves the expenditure of extra time and money to a degree that will increase the percentage cost of doing business without adequate compensation, is absolutely impossible from the jobber's standpoint.

In taking these things into consideration it is not a question of willingness or a lack of proper disposition on the part of the jobber, but the very existence of his business is involved. The average expense and the average gross profit of the wholesale house of to-day are so dangerously near, and the irresistible drift

of the expense account is so continuously and persistently upward, as to leave little or no opportunity for discretion on the part of the jobber.

In conclusion, I desire to express my thanks and appreciation to the officers of the Association, and to the Chairmen of the several Committees, who have by their willing co-operation made pleasant the Association work for the past year.

MR. C. F. WELLER, Omaha: Mr. Chairman, we have listened with a great deal of pleasure to the report of the President of our Association, and I would move you that it take the regular course and be submitted to a Committee of five to report at a later meeting.

THE CHAIRMAN: I will state that the Committee usually appointed has been three in number.

MR. WELLER: I accept the amendment; make the Committee three.

(The motion was seconded and carried.)

COMMITTEE ON PRESIDENT'S ADDRESS

THE CHAIRMAN: I will appoint as that Committee William J. Walker, of Albany; C. F. Shoemaker, of Philadelphia, and M. Cary Peter, of Louisville.

(President Hover resumes the Chair.)

PRESIDENT HOVER: The next order of business is the election of new members, preceding which the report of the Committee on Membership will be made. Mr. H. D. Faxon, of Kansas City, the Chairman of the Committee,

not being present, Mr. B. T. Van Alen, of Chicago, will present the report of the Committee on Membership.

Mr. Van Alen presented the report, as follows:

REPORT OF COMMITTEE ON MEMBERSHIP

KANSAS CITY, Mo., Sept. 3, 1903.

To the National Wholesale Druggists' Association:

Gentlemen—Your Committee on Membership begs leave to report to you the following names for your consideration:

FOR ACTIVE MEMBERS.

The Parker-Blake Co., Ltd. (successors to L. N. Brunswig & Co.), New Orleans, La.

Mobile Drug Co., Mobile, Ala.

Nichols & Harris, New London, Conn.

Ralph P. Hoagland Drug Co., Boston, Mass.

Morrisson, Plummer & Co., Chicago, Ill.

Pacific Drug Co., Seattle, Wash.

Woodard, Clarke & Co., Portland, Ore.

Harle-Haas Drug Co., Council Bluffs, Ia.

Pfromm & Kindig, Philadelphia, Pa.

Widder & Cafferata, New York.

FOR ASSOCIATE MEMBERS.

Stearns Electric Paste Co., Chicago, Ill.

Buckeye Stamping Co., Columbus, Ohio.

National Licorice Co., Brooklyn, N. Y.

Horlick's Food Co., Racine, Wis.

Fitzsimmons, Gleeson & Co., New York.

Williams Manufacturing Co., Cleveland, Ohio.

Chamberlain Medicine Co., Des Moines, Iowa.

Orangeine Chemical Co., Chicago, Ill.

E. E. Sutherland Medicine Co., Paducah, Ky.
 Paracamph Co., Louisville, Ky.
 Omega Chemical Co., New York.
 Denver Chemical Mfg. Co., New York.
 Garfield Tea Co., Brooklyn, N. Y.
 Pepsin Syrup Co., Monticello, Ill.
 Moxie Nerve Food Co., Boston, Mass.
 Dean, Foster & Co., Boston, Mass.
 Johnston, Holloway & Co., Philadelphia, Pa.
 Thomsen Chemical Co., Baltimore, Md.
 Chattanooga Medicine Co., Chattanooga, Tenn.
 Antimigraine Co., Valdosta, Ga.
 Douglas Mfg. Co., New York.

FOR COMPLIMENTARY MEMBERS.

"The Apothecary and New England Druggist," Boston, Mass.
 "Southern Drug Journal," Atlanta, Ga.

Respectfully submitted,

H. D. FAXON, *Chairman.*

PRESIDENT HOVER: Following the rules and requirements of the Association, the list of names will be ordered posted for twenty-four hours before being acted upon. The next order of business is the report of the Secretary.

Secretary Toms presented the following report:

REPORT OF THE SECRETARY

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

The work of this Association is so thoroughly distributed among our various standing and special committees that the busi-

ness of the Secretary's office during the past year has been principally of a routine character.

The resolutions adopted at Monterey last year in memory of ex-President George A. Kelly and former Secretary A. B. Merriam were, in accordance with the action of the Association, engrossed and forwarded to the respective families of the deceased. Your Secretary is indebted to Mr. Thomas F. Main, of New York, for his kindness in having the memorials prepared in a most beautiful and artistic manner by an experienced and skillful engrosser in that city.

The following letter was received from Mr. Samuel R. Kelly in acknowledgment of the resolutions passed in memory of his lamented father :

"ALLEGHENY, PA., January 15, 1903.

"*Mr. J. E. Toms, Secretary N. W. D. A.:*

"Dear Sir—Please convey the expression of our deep gratitude to the officers and members of the Association for the memorial containing the resolutions adopted at Monterey.

"We shall always value the tribute above all others, knowing it to be a sincere testimonial to his life and character from those who have also given their time and best efforts unselfishly for the advancement of harmony and integrity in business methods.

"Thanking you for and reciprocating your kind wishes for the new year, I have the honor to remain

Yours truly,

"SAMUEL R. KELLY."

The resolution adopted in memory of Mr. Merriam was forwarded to his son-in-law, Mr. H. N. Timolat, who wrote as follows in acknowledgment of the same :

"CHICAGO, January 19, 1903.

"*Mr. J. E. Toms, Secretary, Indianapolis, Ind.:*

"My dear Mr. Toms—The express package arrived safely. My

absence from the city prevented acknowledging its receipt before. It has been forwarded to Charles City.

"Mrs. Merriam and the family wish me to express to the National Wholesale Druggists' Association, through you, their grateful appreciation for the beautiful token of sympathy and kindly feeling expressed in the engrossed copy of the resolution adopted at Monterey. It is certainly most gratifying to Mr. Merriam's family to know the affectionate place Mr. Merriam held in the hearts of the members of the Association, and this tribute to his memory is indeed most highly valued.

"With very kind regards, I am,

Sincerely yours,

"H. N. TIMOLAT."

The following letter was also received from Mrs. Timolat, Mr. Merriam's daughter:

"February 10, 1903.

"*Mr. J. E. Toms, Indianapolis, Ind.:*

"My dear Sir—To the pleasure I had anticipated in acknowledging for my mother and myself the beautiful tribute to my father's memory is added the pain of sending my mother's spoken message, after her voice is forever stilled.

"We both considered it by far the most exquisite and choice offering of its kind we had ever seen, and it was a great delight, coming to her as it did just the week before the end, when, without pain or disease—only tired—she fell asleep one day at noon-tide in her chair, and after the passing of a few moments, we found her in the sleep that knows no waking.

"Please assure your President and the members of your Association of the profound pleasure and grateful appreciation of my mother in the possession of the beautiful memorial. To which I most gratefully add my own.

Sincerely yours,

"LOUISE MERRIAM TIMOLAT."

Your Secretary incorporates these letters in his report so as to bring them to the attention of the Association, and it is doubtless a source of profound regret to our members that the widow of our late Secretary survived her beloved husband such a short time.

In due course your Secretary informed ex-President E. C. Frisbie of his election at the Monterey meeting as an honorary member of this Association, and he acknowledged receipt of the notice in the following communication:

"HARTFORD, CONN., January 12, 1903.

"Mr. J. E. Toms, Secretary:

"Dear Sir—I have your kind favor of January 8, notifying me of my election as an honorary member of the National Wholesale Druggists' Association.

"I appreciate and highly prize the honor, and shall always hold in pleasant memory the delights of association with men of such high character and ability as those of this Association.

"I thank them for the honor conferred, and remain gratefully,

"Yours truly, E. C. FRISBIE."

In compiling the proceedings of the Monterey convention, your Secretary made a number of changes in the arrangement of the matter, and he trusts that the alphabetical index and list of members by States and cities, as well as the inclusion of the names of firms in the list of committees, have added to the convenience of our members in consulting the book. As instructed at Monterey, he also inserted in the report an appendix containing a directory of local organizations of wholesale druggists, as well as national associations in the drug trade. Five hundred and seventy-five copies of the proceedings were printed at a total cost somewhat less than usual, and the books were forwarded to all of our members, and likewise to some other organizations and

persons who had been in the habit of receiving our annual proceedings. A considerable surplus still remains on hand to supply future demands.

In this connection, your Secretary found that it has not been customary to furnish our proceedings to any of the State pharmaceutical associations, except in a few occasional instances. The secretaries of some of these associations have had the courtesy to send us their annual proceedings, and your Secretary believes that our retail friends would appreciate receiving the proceedings of the N. W. D. A. each year. We are glad to have them send us their proceedings, as we are always interested in learning what they are doing, and a reciprocation of the courtesy by us will doubtless serve to extend the pleasant relations which already exist between this Association and the various State associations. Your Secretary would, therefore, recommend that the Association grant the necessary authority to supply each State and Territorial association with a copy of our annual proceedings regularly, hereafter, the idea being that these associations will send us their own proceedings in exchange. The Secretary asks for this authority because the books usually cost us over one dollar each, and it may be necessary to somewhat increase the number of copies in future editions if this suggestion meets with the approval of the Association. It may be added that it is already customary for us to exchange proceedings annually with the national associations in the drug trade.

Your Secretary would also recommend that our proceedings be sent annually to each local organization of wholesale druggists whose secretary is not a member of this Association. The local secretaries who are members of the N. W. D. A. receive the proceedings in regular course. It is desirable that the local associations should keep in close touch with our work, and the possession of our annual reports will aid them in this direction.

Upon a careful examination of the books and records left by his

predecessor, your Secretary found that the following reports of the proceedings of the Western Wholesale Drug Association are entirely missing:

First meeting at Indianapolis, in March, 1876.

Third meeting at Louisville, in February, 1878.

Fifth meeting at Milwaukee, in November, 1879.

It is very important, as a matter of history and record, that a complete file of our annual reports should be carefully preserved in the Secretary's office, and he respectfully requests that some of our older members, who may have copies of the early reports of the Western Wholesale Drug Association in their possession, will kindly look over their collection, and, if possible, supply him with those for the missing years. It is your Secretary's desire to have a complete set of our reports from the beginning, in 1876, rebound in large volumes, so as to better insure their safety.

Should any of our members wish copies of reports for past years to complete their files, the Secretary is able, and will be pleased to supply them for any or all years except those mentioned above, and likewise with the exception of the years 1877, 1880, 1884, 1890, 1898, 1899 and 1900, of which he has only one copy each.

Credentials were furnished to the following gentlemen, who were appointed by President Hover as our delegates to the fifty-first annual meeting of the American Pharmaceutical Association at Mackinac Island, Mich., August 3-10, 1903: Thos. F. Main, New York; Thos. P. Cook, New York; Lee M. Hutchins, Grand Rapids; John W. Smart, Saginaw, and Geo. B. Kauffman, Columbus.

While there is a sort of general understanding that those of our members who are most conveniently situated will represent the N. W. D. A. at the annual meetings of their respective State pharmaceutical associations, your Secretary believes that the formal appointment by our President of delegates to the various

State and Territorial associations would tend to the cultivation of closer fraternal relations between these associations and our own organization. Some of them make annual appointments of delegates to our meetings, and it seems very proper and desirable that we should pursue the same course toward them. If this suggestion should meet with the approval of the incoming President and of the Association, your Secretary would recommend that a list of our delegates to the various associations be printed in our annual proceedings, as such a list, with the dates and places where the meetings are to be held, would serve as a record and prove of great convenience to all of those interested. As it is customary with most of the associations to designate their time and place of meeting a year in advance, the plan suggested would appear to be a feasible one.

The following table will show the state of the membership, with the changes that have occurred during the year:

ACTIVE MEMBERS.

Listed in proceedings of 1902.....	233
Failed in business.....	1
Consolidated with another firm.....	1
<hr/>	
Total losses during the year.....	2
<hr/>	
Leaving the net number of active members.....	231

ASSOCIATE MEMBERS.

Listed in proceedings of 1902.....	176
Omitted from list (dues paid after publication of report)	1
<hr/>	
Total	177

Resigned after payment of dues.....	6
Failed to pay dues.....	2
	—
Total losses during the year.....	8
	—
Leaving the net number of associate members.....	169

These figures will be considerably increased by the new members secured this year by the Committee on Membership, whose efforts have been very active and successful. Respectfully submitted,

J. E. TOMS, *Secretary*.

MR. M. N. KLINE, Philadelphia: There are a number of recommendations in the Secretary's report which should be brought back to us in regular form, and I move, therefore, that the report go to the same Committee as was appointed on the President's address to bring in resolutions carrying into effect the recommendations.

MR. W. J. WALKER, Albany: I amend Mr. Kline's motion and move that the report take the usual course and be referred to the Board of Control.

(Mr. Walker's motion was seconded and carried, and the Secretary's report was referred to the Board of Control.)

PRESIDENT HOVER: The next order of business is the report of the Treasurer.

Mr. S. E. Strong, of Cleveland, the Treasurer of the Association, presented the following report:

REPORT OF THE TREASURER

FOR YEAR ENDING SEPTEMBER 7, 1903.

RECEIPTS.

Balance on hand as shown by last report.....	\$925.48
Initiation fees from 19 new members.....	190.00
Dues collected from 229 active members.....	11,450.00
Dues collected from 171 associate members..	3,420.00
Contributions from various members.....	7,025.00
Contributions from non-members.....	275.00
Sales of rebate lists.....	142.95
Collections for Lovering drawback account...	250.00
Interest on deposits earned during the year..	181.95
	<hr/> \$23,860.38

EXPENDITURES.

General expenses.....	\$1,612.57
Proprietary Committee	12,612.06
Committee on Suits.....	3,742.60
Committee on Pharmaceuticals.....	140.05
Committee on Membership.....	14.98
Committee on Legislation.....	269.42
Committee on Rates and Routes.....	85.90
Committee on Memorials.....	55.00
Committee on Paris Green.....	11.50
Committee on Transportation.....	3.15
	<hr/> \$18,547.23

Balance on hand, for which find checks here-	
with	\$5,313.15

Respectfully submitted, with vouchers for all expenditures.

S. E. STRONG, *Treasurer.*

PRESIDENT HOVER: Gentlemen, it has been customary to refer this report to an Auditing Committee. What is your pleasure?

MR. WELLER: I move that the report be referred to an Auditing Committee to be appointed by the Chair.

(Motion seconded and carried.)

AUDITING COMMITTEE ON TREASURER'S REPORT

PRESIDENT HOVER: I will appoint the following gentlemen as the Auditing Committee: Messrs. J. A. Gallagher, of Kansas City; E. D. Taylor, of Richmond, and Charles Cook, of Portland, Maine.

TREASURER STRONG: In connection with the report just submitted, I have a few words I would like to say, and I will read them.

TREASURER STRONG'S PAPER REGARDING FINANCES

Gentlemen—This report, as you will see, finds us at the present moment in a very comfortable financial condition, sufficiently so that we will probably not need to exercise any anxiety about our ability to pay bills between now and the time for regular collection of dues, which, according to custom of late years, has generally begun about December 1.

Our being in this comfortable financial position at this time is by reason of the liberality shown by the major portion of our active members, who, I believe, are earnest believers in the advisability of upholding the rebate plan and have a high appre-

ciation of the value of the work done by this Association, through its various committees.

Through this liberality exercised by them the treasury has received of late voluntary contributions to the extent of several thousand dollars, otherwise I would have been called upon at this time to report a deficiency instead of a balance on hand. With a deficiency to start with, and three months' bills to pay before the regular collection of dues, we would have been considerably behind in the game and at a serious disadvantage in the carrying on of our regular work, and unable to meet any necessary expense which might arise in cases of emergency work that might fall to our lot.

An examination of this report will show that aside from these voluntary contributions from our active members in excess of the regular dues which they are called upon to pay, and aside from the balance brought forward from the previous year, our regular income on which we can depend and which should be sufficient to pay our annual expenditures, is \$15,000. Our cash receipts herein are for a full year, whereas our expenditures are for only eleven months, for the reason that our meeting this year is held a month earlier than usual.

Our expenditures this year are at the rate of \$20,000, and in connection with this fact I might say further that I believe our Proprietary Committee has been endeavoring during the year to exercise economy and perhaps have curtailed their work somewhat by reason of the warning that I sent to the Chairman of that Committee early in the year, to the effect that an estimate of this year's expenses, based upon the expenses of former years, indicated a probable shortage of funds before the expiration of the year. The fact that our current expenses are in the neighborhood of \$20,000 per annum, and our current receipts from dues are only \$15,000, indicates to me the necessity of action of some sort to finance the affairs of the Association in some way so

that there will be a regular source upon which to depend for sufficient income to easily cover the expenses of the Association in the carrying along of our work upon aggressive lines as in the past few years; or, there should be definite limits placed upon the expenditures possible to be made by certain committees.

I wish to urge upon you at this time, what seems to me a necessity, that the Association and its Board of Control take into consideration this matter and devise, before the adjournment of this meeting, such means as will afford us a permanent income to place the Association in easy financial condition at all times, or adopt such economies as will bring our current expenditures within the regular income that is provided us at the present time.

PRESIDENT HOVER: The communication just presented by the Treasurer covers a very important subject, which is deserving of and will, of necessity, receive the attention of the Association before we adjourn. Inasmuch as the question will be discussed in all its details by the Proprietary Committee, and undoubtedly some plan will be devised by that Committee looking to the financing of the organization for the current year, the Chair would suggest that instead of referring this matter to the Board of Control, as is customary with these communications, that we refer the communication in question to the Proprietary Committee, to be taken up in connection with their work in discussing the different aspects of the Association for the coming year. Therefore, if there is no objection, we will refer the communication to the Proprietary Committee.

Mr. Secretary, is there any other business before proceeding to the reports of the Chairmen of our several Committees?

THE SECRETARY: We have the following communication:

COMMUNICATION FROM VERMILION COUNTY PHARMACEUTICAL ASSOCIATION

DANVILLE, ILL., August 27, 1903.

National Wholesale Druggists' Association, Boston:

Gentlemen—At a meeting of our Association, held on the 11th day of August, I was instructed to forward you the following resolution, adopted by this Association:

Whereas, It has been proven beyond doubt that the "Miles' Plan" of marketing proprietaries, if adopted by the National Wholesale Druggists' Association and the Proprietary Association, will be the cutter's death knell, and the retailer's only hope of securing fair and reasonable profit for his labor and time in handling these goods; therefore, be it

Resolved, That this Association urges the members of both above named associations to adopt said "Miles' Plan," or one similar in its workings, and we feel that only when such course has been decided upon will the retailers feel that the members of both mentioned associations are their friends, and sincerely believe in the motto, "Live and Let Live."

Respectfully yours,

LOUIS F. STUEBE, *Secretary.*

PRESIDENT HOVER: If there is no objection, the communication will be referred to the Proprietary Committee.

(In this connection, the Secretary here inserts the following communication which was not received until after the Association had passed upon the matter referred to therein.)

COMMUNICATION FROM WESTERN PENNSYLVANIA
RETAIL DRUGGISTS' ASSOCIATION

PITTSBURG, PA., September 1, 1903.

J. E. Toms, Esq., Secretary N. W. D. A., Boston, Mass.:

Dear Sir—In view of the undoubted success of the Direct Contract and Serial Numbering Plan of the N. A. R. D., as proven by the phenomenal headway it has made in the hands of the Dr. Miles Medical Company, we feel that it has passed the experimental stage and has become thoroughly entrenched as the sure way to end the reign of ruinous cut rate competition that has disgraced the proprietary medicine business for the past twenty-five years. That it not only stops cutting of prices, but, incidentally, ends substitution, its twin evil, has also become very apparent. That it does not tend to decrease sales of the product of the firm adopting it, but, on the contrary, increases them, has been shown by the easily verified statement made by the Company now working under its beneficent provisions that "*the business in their preparations doubled in less than six months following the adoption of the new plan.*" Its popularity with the trade is beyond dispute, and if you want to do business with the majority you will have to seek for it on our side. With these facts before you, fortified by proofs in the shape of personal letters from all the leading cities in the United States, we feel that we are justified in presenting to you the accompanying resolutions, which were unanimously adopted by this Association at a regular meeting held August 26, 1903, notice that such action would be taken having been incorporated in the call. The latter notation is made to indicate that this action was not an outburst of unmatured, thoughtless enthusiasm, but the result of long deliberation and thorough exhaustive discussion.

Resolved, That it is the sense of this Association that it is the

bounden duty of every proprietary medicine manufacturer to protect the retail price of his products.

Resolved, That such protection can be assured by the adoption of the *Direct Contract and Serial Numbering Plan* of the N. A. R. D. by each individual proprietor, firm or company has been abundantly proven.

Resolved, That we hereby tender our hearty good will and honest co-operation to each proprietary house that shows its willingness to give us said protection.

Resolved, That we will endeavor in every honorable way to discourage the sale of the products of such proprietors as refuse to conform to our reasonable wishes by adopting this modern method of distributing their products.

Respectfully submitted,

B. E. PRITCHARD, *Secretary*.

PRESIDENT HOVER: The next order of business is the reading of reports of Committees. Do you desire to take up that business at the present time?

MR. M. N. KLINE, Philadelphia: I move that the reading of reports be deferred until the next session. I presume our friends of the Proprietary Association will be glad to have the opportunity of having some of our members attend their meeting. (Motion seconded and carried.)

PRESIDENT HOVER: As long as it is your desire to defer the reading of the reports to the afternoon meeting, that will be done. The afternoon session will be at two o'clock. Inasmuch as we have a number of interesting papers to be presented during the meeting, and inasmuch as they will undoubtedly provoke a good deal of dis-

cussion, it is desirable that these meetings shall commence promptly on time. Therefore, in adjourning until two o'clock, let it be understood that two o'clock is the hour, and not three o'clock. The meeting will stand adjourned until two o'clock.

SECOND SESSION

TUESDAY AFTERNOON, SEPTEMBER 8.

President Hover called the meeting to order at 2:40 o'clock.

Secretary Toms read the minutes of the first session, which were approved.

PRESIDENT HOVER: I wish to say before proceeding to the regular order of business that, as has been the custom heretofore, the visiting delegates will be accorded the privileges of the floor, and an opportunity given them for discussion of anything they wish to present to this meeting. I will announce the following committees:

COMMITTEE ON TIME AND PLACE OF NEXT MEETING

Chas. F. Weller, Omaha.

John M. Hinchman, Detroit.

M. Cary Peter, Louisville.

Chas. A. West, Boston.

William Jay Schieffelin, New York.

COMMITTEE ON NOMINATIONS

William J. Walker, Albany.

M. N. Kline, Philadelphia.

R. H. Bradley, Toledo.

E. D. Taylor, Richmond.

C. P. Walbridge, St. Louis.

GREETINGS FROM ABSENT MEMBERS

Secretary Toms read the following letter:

SEATTLE, WASH., September 2, 1903.

Mr. C. F. Cutler, care of Hotel Somerset, Boston, Mass.:

Dear Sir—I am just in receipt of the entertainment program of the Committee of which you are Chairman, and to say that I exceedingly regret my inability to be present does not begin to express my feelings. We are erecting a new block for our business and there are so many details that require attention I decided reluctantly to forego the pleasure of a trip to your beautiful city this year.

I will think of you all very often during your week of pleasure, and sincerely trust that I will be with you in 1904.

Very truly yours,

A. B. STEWART.

President Hover read the following cablegram from Ex-President W. J. Walding, which was received with applause:

(Cablegram.)

LUZERNE, SWITZERLAND, September 8, 1903.

C. F. Cutler, Boston:

Greetings to Association.

WALDING.

PRESIDENT HOVER: We will now proceed with the regular order of business, which, in this case, is reports of committees. We will listen to a report of the Committee on Arrangements and Entertainment, if they desire to make a report.

MR. CUTLER: The committee has no further report to make. I will say, however, that the time given for the different events must be very closely adhered to. The special cars for some of the events can not remain on the side tracks more than ten minutes, so that we will all have to be very prompt.

PRESIDENT HOVER: The next report in order is that of the Committee on Commercial Travelers, R. H. Bradley, Chairman, Toledo, Ohio.

MR. BRADLEY: I sent my report to Mr. Hall, Chairman of the Board of Control, and did not keep a copy of it. The report is in the hands of the Board of Control.

PRESIDENT HOVER: We will pass to the report of the Committee on Credits and Collections, of which C. F. Shoemaker, of Philadelphia, is Chairman.

Mr. Shoemaker presented the following report:

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

When asked to assume control of your Committee on Credits and Collections for the current year, your Chairman accepted

the position with extreme reluctance, because he felt that the standard which had been set by the gentleman who had preceded him as Chairman of this Committee for several years, had been so high that it would be difficult, if not impossible, for him to reach it.

In making up this report it was not thought necessary to circularize the entire membership of this Association because of the frequency with which this has been done in the recent past, and the conclusions arrived at have been drawn from correspondence with the members of the committee and likewise with a few others, especially selected.

Your Committee feels that the commercial interests of the country are to be congratulated upon a continuance of the prosperous conditions which have existed for the last few years. Crop prospects are exceedingly good, prices for the same are high and there is every reason to believe that business generally will continue in a flourishing condition during another year.

The wholesale drug trade is one which as a rule is conducted on a most conservative basis. For this reason it is less subject to variation in profits, caused by speculation and market changes, than most other lines. While it is no doubt probable that our profits in times of commercial prosperity are less than they might otherwise be, it is also true that during periods of commercial depression our losses are also less. The business revival of the last few years, however, has so fully covered the commercial field that there is no doubt that the year just passed will show very satisfactory results to houses in our line as well as others.

The most gratifying feature about the present era of business activity has been its permanent and substantial character. The last few months have witnessed conditions in the stock exchanges of the country which under former surroundings would probably have caused a national financial panic. The market prices of standard securities have been reduced in their apparent values

by hundreds of millions of dollars, and the large crop of "undigested and indigestible securities" which has made its appearance in the last few years has almost been "put out of business." Notwithstanding this, the manufacturers and merchants of the country have pursued the even tenor of their way, actual business has not been seriously interfered with and it has been generally accepted by thinking men that the reduction in stock values is a sign of financial health and not of financial disease. It would have been impossible for the country to have continued much longer to pursue the course of financial inflation which was being followed in the early part of last year. The check which has come should not be construed as pointing to any lack of continued prosperity, but should serve only to discourage the exploitation of unreasonable schemes and combinations which are without a practical foundation of value and have only water and paper for capital. We believe that the commercial interests of the country are on a firm foundation, because as a rule they have not been subject to undue inflation. While it is undoubtedly true that the present era of prosperity must be followed sooner or later by an era of reverses, we at the same time feel that the extreme financial panics of the past are unlikely to be repeated in the future with similar violence, because financial matters are under much better control than they were years ago. Banks and financial institutions now generally understand that financial panics mean losses by themselves as well as by their patrons.

CREDIT CONDITIONS.

The year just past seems to have been fairly satisfactory in regard to collections, and in this respect compares very favorably with the last two or three years which have preceded it. While the number and amounts of failures given by R. G. Dun & Company's commercial agency for the month of July is considerably larger than for any similar month recently, it must be

borne in mind that the larger part of the amount was comprised in the failures of a limited number of brokers and stock jobbing houses in financial centers, and that outside of this the number and amount of mercantile failures was not above the normal average. One member of our committee and a member of one of the leading houses of the country writes: "I desire to say that my firm's losses for the past twelve months have never been lighter. Whether this is due to increased vigilance and reserve in opening new credits we can not tell, but we believe that the drug trade is in a pretty healthy condition."

We believe that this has been about the average experience of the members of our Association and think that it betokens a moderate amount of prosperity on the part of the retailer. It is well, however, to consider that the field of the retail druggist generally is now pretty thoroughly occupied, and for this reason we believe that wholesale druggists should exercise unusual caution in encouraging the starting of new stores, and especially where this is done largely on credit. It is, of course, easy to understand that a drug clerk who is capable and ambitious and has had a number of years of experience, is naturally anxious to embark in business for himself. He very often prefers to start a new store, rather than buy out one which is already established and doing a profitable business, and for which he would have to pay a high price, or buy another which he could buy at a low price, but which by neglect has been run down and which would require unusual effort to restore to its early condition. If the applicant has the cash to make this start, the risk, of course, is his, and it is his privilege to take it, but where he relies upon the wholesaler to furnish him at least part of his working capital, it is then we think that the question of locality, suitability and capability of the candidate should be very closely scrutinized.

UNIFORM TERMS AND DISCOUNTS.

Your Chairman believes that this is the most important matter which comes within the scope of this Committee, and it is a matter of great regret on his part that he has been unable to produce any substantial results as the fruits of his labors during the year. Over a large part of this great country of ours the selling terms in the wholesale drug trade are uniformly thirty days, with a discount of one per cent. for cash in ten days. This has worked satisfactorily, there is no doubt about the appropriateness of the plan, and we believe that it could readily be extended over the entire country without any particular friction or effort if those most interested could only be brought to think so. As a matter of fact this is a subject which can not be regulated by the National Association and which must absolutely be controlled either by the action of local associations or by a uniform course of action on the part of the wholesale dealers in any territory where no regular association exists. It goes without saying that if all the wholesale druggists in any territory were to unite and decide to conduct their business hereafter on this basis, that the plan could be successfully put in operation. The only difficulty seems to be on the part of some of lack of confidence in the good faith of their competitors. In many sections of the country the terms given are sixty days with a cash discount of $1\frac{1}{2}$ and sometimes 2 per cent. for cash in ten days. It is unnecessary to say that a 2 per cent. discount is entirely disproportionate to the actual value of the money for the time specified, and in addition to this a cash discount of 2 per cent. is quite a serious deduction from the gross profits of a wholesale druggist, especially when it is applied to patent medicines at a regular gross profit of 10 per cent. or sometimes to divided lots of rebate goods at a 5 per cent. gross profit. There is no doubt that many retailers who take sixty days' time on their bills do so because those are the uniform terms in their section and are perfectly able and would

likewise be perfectly willing to pay in thirty days if this change were made. The particular objection to the adoption of uniform terms comes from the Pacific States and likewise from Southern territory, where trade and finance are generally dependent on the one crop of cotton. As an evidence of the extreme feeling of opposition in this territory we may say that one member of our Committee wrote: "I hope that the National Association will not attempt to enforce the thirty days' rule, which would mean the withdrawal no doubt of a large number of the members of the Association from the list." Of course an expression of opinion like this is based upon a misconception of the powers and intent of the National Association, because this body, as a whole, has not the power, as it has not the disposition, arbitrarily to enforce the practical operation of a plan like this. It can only reason and recommend and leave the results to its constituent members. To use a homely expression, "You can bring a horse to water, but you can not make him drink." Notwithstanding this, we hope that the incoming committee will continue to agitate this subject wherever possible and create a sentiment in the trade in its favor.

In this connection we wish to call especial attention to the fact that it is not only just, but likewise good policy to charge interest where overdue time is taken. Where a house has a good customer who is in the habit of paying promptly, but occasionally takes a little extra time, it would not be judicious or profitable to charge him for an occasional lapse of this kind, but where a retailer is constitutionally in the habit of taking unusual time it is not only entirely just to him, but likewise to other customers, that he should be called upon to render an adequate financial recompense for the extra accommodation thus given. So far as prices go, a large portion of the goods we sell are sold at prices which are established by the makers or by uniform custom, and it is for this reason impracticable and inconvenient to make any practical

difference in price to a customer who is delinquent. If, therefore, he is allowed to take four months' time without interest, while other and larger customers are paying in thirty or sixty days, it is manifestly an injustice all the way round. In addition to this, it is frequently the case that a retailer is really able to pay his bills more promptly if his wholesaler insists upon it. We therefore call especial attention to this particular matter, because with the present small profits in our line of business it is one of considerable importance and likewise it is a subject which has attracted increased interest from the credit men of the country.

AFFILIATION WITH THE NATIONAL CREDIT MEN'S ASSOCIATION.

We wish to recommend to the members of our line of trade that in common with all other merchants they should take a keen and active interest in the National Credit Men's Association, as well as in the local associations existing in their respective cities. The National Association has been productive of the most beneficial results and deserves a much greater degree of encouragement and financial support than has thus far been given it. It should be borne in mind that the National Association has a distinct scope of action of its own which is to a certain extent separated and individualized from the field open to local associations, and for this reason it needs a larger membership and likewise increased funds. There is no doubt that the recent passage of the amendments to the Ray Bankruptcy Bill were secured largely by the efforts of the National Association, and it is needless to call the attention of our members to the benefits which have accrued and will in the future be secured to them from these amendments. In addition to this, the completion of the fund for the prosecution of fraudulent failures has already resulted in considerable effective work being done. We refer particularly to the recent successful prosecution of a case in the dry goods com-

mission trade in New York which was carried on jointly by the National and local associations, which resulted in the conviction of the offending parties and which is reported to be the first conviction in that line for over thirty years.

Attention is also called to the recommendations which have been made regarding the efforts which have been put forth to secure the passage in every State of a law preventing the sale of stocks of goods in bulk without proper protection to creditors. Laws of this kind are already on the statute books of about ten different States, and in several of the States have been successfully carried to the Supreme Courts of those States and have been pronounced constitutional. No doubt many of our members have repeatedly known of cases where dishonest debtors have abruptly disposed of their stocks for cash, pocketed the proceeds and left their creditors to bewail their loss. A law of this kind will not absolutely prevent every instance of this kind, but it certainly tends to discourage the practice and make it more dangerous, and every effort should be put forth to secure the passage of such a law. The National Association, through its Legislative Committee, has now adopted and recommends a uniform form for a law of this kind which it is thought will be pronounced constitutional by the courts of any State.

There is no doubt that in the profession of the credit man (for it certainly is a profession which requires special gifts and special training) unity of action has been found in the past and will be found in the future to be as important and valuable as in any other line of mercantile interests. The result of this work by both National and State Associations has been an improvement in mercantile practices, so far as retailers are concerned, in lessening losses among those who have participated in these movements, in creating a much better personal feeling among competing wholesale houses, not only in different States, but likewise in the same cities, and also through personal acquaint-

ance in securing much more faithful and accurate reports when the different houses inquire from each other for information about the standing of their respective customers.

CREDIT INSURANCE.

During the last five years this subject has claimed increased attention at the hands of this Association as well as in credit circles generally. During the last year the subject has been more vigorously discussed than ever before, and a few months since a whole evening was devoted by a local association to listening to arguments for and against this cause. Your Chairman has been deeply interested in this matter since its inception and has carefully gone over all the arguments thus far advanced which have come to his notice. He only regrets that after doing this he is not able to recommend credit insurance as a sound and desirable business policy. One of the members of this Committee writes on the subject: "Our company carries credit insurance on the basis of a very low initial loss, but our actual losses have been so small that we have never had to call on a credit insurance company for an adjustment, so we can give you no actual experience as to the value of our policy. It is easy enough for these people to take policies in good times, but I am curious to know how a panic like that of 1893 would affect them. I am afraid that they would not stand the strain."

Another member of the Committee writes: "We carried a policy for two years without loss, and while it has effected considerable change in our methods of extending credits we are inclined to think that the same system could be safely carried on without a credit insurance policy, and that therefore the amount of the premium could be saved. We have discovered that our losses are not among those who have no ratings or low ratings, but among the parties having high ratings in the mercantile agencies who unexpectedly fail and cause us a loss aggregating.

in many instances, the total amount of credit extended to perhaps a dozen or more smaller houses from whose limited credit we had thought it was necessary to protect ourselves by carrying credit insurance. We have found that safety lies in restricting the line of credit to customers of good ratings and extending limited credit to those of poor ratings, and that this can be done safely without going to the expense of carrying credit insurance."

In our opinion this quotation contains valuable food for thought. How many of us have lost large amounts through creditors with high ratings who we thought were perfectly good and whose credit we considered beyond question? How do our losses of this character compare in amount with those of the smaller customers to whom we grudgingly give credit for \$25 or \$50 at a time? In other words, may we not in the past have relied too much upon mercantile agency ratings and too little upon personal investigations and careful scrutiny of the personal character and habits of our larger customers?

On the general subject of credit insurance we believe that there is no doubt that whether consciously or unconsciously, the holder of a policy of credit insurance is apt to be a little more lenient than he would be if he did not have such a policy. We consider it a mental impossibility that holding such a policy he would scrutinize an account quite so closely as he otherwise would, especially if the mercantile rating of the party under consideration is within the limits of his policy. In addition to this, it is well known that credit insurance companies have no regular rates and base their charges entirely on the financial experience of the applicant, which, of course, may be quite different from that of another house under similar conditions and doing a similar business. In addition to this, in some cases they have been found to be arbitrary and inflexible in adjusting losses. For these reasons we consider that the tendency of credit insurance is not on a distinctively sound business basis from a mercantile stand-

point and we can not favorably recommend it to the members of our Association.

NON-USE OF RECEIPTS FOR REMITTANCES.

Attention was called to this subject for the first time in the last report of this Committee, and we wish to emphasize the statements which were made in that report at that time.

So far as we have heard, where the plan has actually been put in process the results have been almost uniformly satisfactory, and the objections which have been made to the plan are more fanciful than real. The practical application of this plan may be stated to be about on the same basis as that of uniform terms of discount. Whenever the wholesale druggists in any particular section of territory can make up their minds to agree to adopt this plan, then it may be safely used by all. Of course if any one prominent house in any section declines to pursue this course, then the houses who do adopt it would naturally run some risk of adverse criticism from their smaller customers. We believe, however, that the plan is distinctly in the line of common sense and good mercantile usage, and we therefore heartily indorse and recommend it.

We likewise especially recommend that any house which adopts this plan should, in sending remittances for their own bills, state on their remittance blank that a receipt is not desired. This, of course, is no pecuniary advantage to the sender of the remittance, but it is a saving of an unnecessary expense to the recipient and is a notification to the mercantile world that the sender is a merchant sufficiently broad-minded to follow the course which he recommends to others.

In these days, when remittances are almost universally made by check or postoffice order, a written receipt in return is of no practical use to any one; it is a relic of a bygone age and there is no longer any possible reason for the continuance of the custom.

When a question arises as to whether an account is paid or not, we are perfectly sure that in ninety-nine mercantile establishments out of a hundred, the first question to be asked is not "can you find a receipt," but "can you find a check?"

CURRENCY REFORM.

We deem it distinctly within the duties of this Committee to call attention to this subject, which is now absorbing so much interest among the members of the financial fraternity. There is no reason why financial methods which prevailed fifty or a hundred years ago should continue to be our exclusive guide for the present day. To consult the past is always in order to a certain extent, because we find there certain finger boards whose monitions we can not disregard with impunity, but at the same time the face of the business man of to-day should be turned toward the future, and while there is always room for improvement in the condition of most affairs of human creation, there is especially need for improvement in financial conditions in this country to-day. We distinctly need a currency which may possess some elasticity when the necessity for it arises, and the legitimate business of the merchant should not be hampered by absolute lack of currency because crops require to be moved and stock conditions are unfavorable. The various plans which have been proposed under the general heading of "Asset Currency" have all had some desirable features and some defects. If properly directed, however, there is no reason why conferences among those financially trained should not bring forth a measure which would give distinct relief to the commercial and financial interests of the country at large. The President of the United States has considered this matter of such importance that he is said to contemplate calling an extra session of Congress for the express purpose of considering a number of subjects of which this is not of the least importance. Congress is habitually disinclined to

legislate on subjects in which the business man only is interested. It is unfortunately too true that its efforts are directed more frequently in the direction of measures which it is thought will tend to the political advancement of its members. We call especial attention, therefore, at this time to the importance of this matter, because we consider it distinctly necessary that the business world should let it be thoroughly understood that it is in favor of the enactment of a measure of this kind. All of which is respectfully submitted,

CLAYTON F. SHOEMAKER, *Chairman.*

PRESIDENT HOVER: We have all listened with much pleasure to the most admirable and complete report of Mr. Shoemaker, and if there are no objections it will follow the usual course and be referred to the Board of Control.

We will next listen to the report of the Committee on Box and Cartage. This Committee is not a regularly appointed Committee of the Association, but in view of the conference which was held some months since by the jobbers of the West and Middle West, I requested Mr. J. C. Eliel, of Minneapolis, who acted as the Chairman of that conference, to make a report. This report we have with us, and the Secretary will please read it.

Secretary Toms read the report as follows:

REPORT OF COMMITTEE ON BOX AND CARTAGE

MINNEAPOLIS, MINN., August 31, 1903.

To the National Wholesale Druggists' Association:

Gentlemen—Your Committee on Box and Cartage respectfully submits the following report:

Ever since the charge for case and cartage was lost through

undue competition there have been efforts in the South and West looking toward the reinstatement of the open charge. All of these have so far been fruitless.

At a conference held in the city of Chicago in February last to consider the serial numbering plan the matter was again brought up and informally discussed. As the feeling seemed to be decidedly favorable, it was decided to make another effort, and the writer was asked to take the matter up. After considerable correspondence a conference was called at the Auditorium Hotel, Chicago, in June last, which was attended by about twenty jobbers, representing all sections of the country, from New England to the extreme South and West. The sentiment of this conference was decidedly in favor, but, unfortunately, no method was found for holding a picket line between the West and the East. It was the sentiment of the conference, however, that the Box and Cartage Committee should be reinstated and the committee should, if necessary, visit the Eastern trade, as the only possible hope of reinstating the open charge was to make it uniform throughout the country.

In response to this sentiment the President appointed the following committee:

J. C. Eliel, Chairman, Minneapolis.

F. A. Faxon, Kansas City.

William J. Walding, Toledo.

M. C. Peter, Louisville.

As a preliminary step, Mr. F. E. Holliday, Vice-Chairman of the Proprietary Committee, was requested to make an investigation of the sentiment of the East and report. This Mr. Holliday did, and your committee regrets to report that the situation was not considered sufficiently hopeful to make it seem best for a committee to go East on this mission. It was decided, therefore, to defer action and to place the matter before the Association at

this time in the hope that in a general discussion some way out of our difficulties might be found.

It may be said that with few exceptions the entire trade up to the Allegheny Mountains is in favor of reinstating the charge for case and cartage. New England also is favorably inclined. If the larger cities—New York, Philadelphia and Boston—could see their way clear to join us in this movement, it is the opinion of your committee that a fair charge for case and cartage on assorted goods could be put into force at this time and the charge maintained. Even those who oppose this step do so, not because they consider it unfair or unjust, but because they fear that the charge would not be consistently maintained.

The exigencies of our business are such that we should make a decided effort along these lines. The jobber's expense account is a constantly increasing one, and no method has been suggested which will enable him to increase, in any appreciable manner, the price of the goods which he sells. It is therefore a favorable time to make a move in the direction of the reinstatement of the charge for case and cartage. It may be stated that with few exceptions the entire trade of the West and South are in favor of this change.

Your Committee recommends that a Case and Cartage Committee be again appointed by the incoming administration to take up the work where the present Committee has left off. Your Committee recommends further that the Secretary of our Association be authorized to correspond with the various grocery and hardware associations for a like movement, as we are informed that efforts have already been made along these lines, and we believe that a concerted movement at this time might prove successful.

Respectfully submitted,

J. C. ELIEL, *Chairman.*

PRESIDENT HOVER: If there is no objection this report

will take the usual course and be referred to the Board of Control.

The next report is that of the Committee on Fire Insurance, Thomas F. Main, New York City, Chairman.

Mr. Main read the report :

REPORT OF COMMITTEE ON FIRE INSURANCE

To the Members of the National Wholesale Druggists' Association:

The economic waste of fire losses, the best methods of preventing them and reducing them to a minimum, the importance of fire insurance, the disproportionate cost of same and the difficulty of securing satisfactory adjustment of losses when they are large or approaching the maximum sum for which the property is insured, have been subjects of research and report since our Association was first formed, and your Committee desires to acknowledge the valuable suggestions and data given in reports of previous committees which have resulted in the adoption of better methods both in constructing and equipping buildings, with a consequent decrease of hazard and lowering of rates, although the latter are still undoubtedly excessive.

Insurance companies seem to be regarded in two aspects—one, as concerns intent only on earning as large dividends as possible for their stockholders and exacting the highest rates for insurance that the limited competition will allow; the other, and the one widely disseminated by insurance companies themselves, that they are agencies for distributing the contributions of the many for the benefit of the few. In illustration of the first view, your Committee having applied to one of our members for information in regard to fire hazards, received with the reply a cartoon from Puck representing, in the exaggerated serio-comic vein of that periodical, the burdens of the insured and the insurer,

the former consisting of heavy expenses for numerous patented appliances for extinguishing fire added to an increase in his premium rate, and the latter the annual report of the directors of an insurance company recommending a 50 per cent. dividend, with a table giving the annual dividends "ranging from 16 to 50 per cent." of five of the large fire insurance companies, showing increases in their surplus assets during the past ten years of from \$500,000 to over \$3,000,000.

If the view of the insurance companies themselves is taken, namely, that they are institutions for the distribution of losses, then certainly the contributors have a right to demand that the business be conducted with due economy, so that while a reasonable rate of compensation is provided for the insurer, adequate protection and a more reasonable rate for the same can be made for the insured.

A synopsis of the expenses and losses of the twenty leading American companies for a period of ten years, shows the average expenses to have been 36.1 per cent., average losses 57.1 per cent., an expense of over 60 per cent. for the collection and distribution of the money paid for losses, which appears to be an enormous and unjustifiable tax upon the mercantile community.

The items of importance in the consideration of fire insurance are:

- Form of policy.
- Selection of companies.
- Securing an equitable rate.
- Adjustment of losses.

POLICIES.

Contracts for fire insurance are now written upon a standard form, adopted first by the State of New York, and afterward by the other States, which embodies 20 to 30 conditions limiting the liability of the insurance company, and hazarding the collection

of payment for a loss. A standard policy can not in its nature cover the requirements of every business risk, hence the necessity for a careful consideration of its provisions and securing from the company writing the insurance such other provisions, agreements or conditions as will protect the insured, which must be incorporated in, or attached to each policy.

In effecting insurance and particularly in placing large lines with old line companies, it seems to your Committee that unless the insured has made a special study of insurance, the employment of a broker is necessary. We mean by this, not an agent for one or more insurance companies, but a thoroughly reliable and competent broker who is used to placing large lines of insurance, who can grasp the necessities of your business in regard to special provisions to be incorporated in your policy, see that such provisions are incorporated and that your property, so far as may be, is fully described and covered. He should also submit a list of the companies in which he proposes to apply for insurance. In all cases, however, the insured himself should master the details of the form of policy and extra provisions finally adopted, should carefully scan the standing of the companies to which applications for insurance are to be made, eliminating all, no matter how high they stand financially, that have a reputation for delay or reluctance to settle losses promptly and fairly.

RATES OF PREMIUM.

The next consideration after obtaining a form of policy to cover your hazard is to secure a fair rate for the insurance of your risk, and it is on this point that insurer and insured mostly differ, and in regard to rates your Committee would emphasize the opinions of former Committees, that the rate is to a very great extent made by the insurer himself. The careless merchant occupying an antiquated building not equipped with mod-

ern means for extinguishing fires, or preventing their spreading, will pay the penalty in a high rate, while the careful merchant who has erected or hired a warehouse built in approved fire resisting methods, equipped with sprinklers and other means for extinguishing or preventing the spread of fires, will reap the benefit in a reduced rate which, if not as low as the nature of the risk appears to warrant, is nevertheless in marked contrast to the rate charged the careless merchant, or to those who reside in cities where the means for fighting fires are inadequate, the buildings of substantial character, and containing none or only a few fire extinguishing appliances. To illustrate this point we give below a list of rates actually paid by members of this Association for insuring their stocks.

The lowest rate reported is:

50c.—In a building of slow burning mill construction specially built for a drug warehouse, equipped with automatic sprinklers, automatic fire alarm and modern apparatus for extinguishing fires.

65c.—In building of standard slow combustion, built in accordance with suggestions of Fire Prevention Bureau, equipped with automatic sprinklers, automatic fire alarm, no manufacturing in building, hazardous goods stored outside.

71c.—In fireproof building equipped with automatic sprinklers and automatic fire alarm, manufacturing on top floor.

75c.—Building of standard slow combustion with automatic sprinklers, automatic fire alarm, manufacturing in building.

75c.—In ordinary building equipped with automatic sprinklers, safety fire extinguishers and call boxes, with night watchman and surveys every 30 minutes from 11 P. M. to 7 A. M.; no manufacturing in building.

80c.—In ordinary building with automatic sprinklers and all the protection the Board of Fire Underwriters have asked for,

manufacturing in building, but of pharmaceutical products only with gas used as fuel.

85c.—In ordinary building with automatic sprinklers and automatic fire alarm, no manufacturing in building.

90c.—In ordinary building with automatic sprinkler and automatic fire alarm, no manufacturing.

87½c., 92c., 95c.—Three connected buildings of mill construction with automatic sprinklers and chemical fire extinguishers, buckets and tanks on each floor. The building in which 92c. is charged on stock contains a machine shop on one floor, while the building in which 95c. is charged on stock is partially occupied as a laboratory for manufacturing pharmaceuticals and proprietary medicines.

89 55-100c.—In fireproof building with automatic fire alarm, but no sprinklers, building devoted to manufacturing.

\$1.—In ordinary building with automatic sprinklers, water barrels and pails on each floor; alarm in building, but not connected with fire department.

\$1.08.—New building of slow burning construction with automatic sprinkler and night watchman, manufacturing in building.

\$1.27.—Ordinary building with automatic sprinkler and automatic fire alarm, manufacturing in building.

\$1.40.—Ordinary building with automatic fire alarm.

85c., \$1, \$1.20, \$1.35, \$1.65.—Five buildings located in same city of ordinary construction. Stock in building on which 85c. is paid consists of goods in original packages only, and contains nothing regarded hazardous. Stock on which \$1 is paid contains regular drug line, but no ether, oils, turpentine, acids, or hazardous chemicals. Stock on which \$1.20 is paid consists of druggists' sundries, pharmaceuticals with oils, etc., on draught in basement. Stock on which \$1.35 is paid consists of pharmaceuticals in process of manufacture. Stock on which \$1.65 is paid consists of

oils, turpentine, saltpeter and other goods usually classed hazardous.

\$1.90.—Ordinary building, no manufacturing.

\$2.20.—Ordinary building, no sprinklers, but with fire alarm on first floor, fire extinguishers, salt water and sand buckets on each floor, manufacturing in building.

\$3.10.—Ordinary building, pharmaceutical specialties manufactured in it.

The rates quoted above are those of old line companies, but some of our members who are insured in the Individual Underwriters and Reciprocal Underwriters of New York, while paying the premium at which their risks are rated by the old line companies, receive substantial yearly rebates in dividends, which materially reduce the cost of their insurance, and your Committee directs your attention to the following brief outline of these systems of insurance:

INDIVIDUAL UNDERWRITERS, ESTABLISHED 1881.

An aggregation of persons, firms or corporations of undoubted commercial standing who occupy buildings sprinkled or unsprinkled, but of desirable character from the fire insurance standpoint, each of whom insures the property of others for all or any part of \$500 or \$1,000, \$1,500 or \$2,000, and deposits with the Advisory Committee one of the four sums named, as an emergency fund, the line of insurance assumed by any one subscriber on any building on any city block or square being limited to the amount of his deposit. Each subscriber receives insurance from other subscribers for which he pays premiums at the same rates charged by the old line companies on his risk, and he in turn grants insurance on their properties for which he receives premiums from them. The aggregate insurance granted is limited from \$90,000 for a \$500 subscriber, to \$220,000 for a \$2,000 subscriber. On December 31 of each year a dividend at the rate of

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each dollar of premium is saved to subscribers. One of our members insured in the Reciprocal, and, paying premiums at the rate of 80 cents, informed your Committee that his dividends during the past five years had been such as to make the average cost of his insurance \$2.02 per thousand.

It is evident that these associations of merchants are working in the right direction and in the path laid out by the New England Factory Mutuals, which are said to furnish the best, cheapest and most scientific fire insurance in the world, for they educate their members to build properly and equip adequately, standardizing and testing for their constituents all fire equipment and supplies.

The cost of insurance in these New England Mutuals for the whole term of their existence up to 1901 has been 15 cents on each \$100 of insurance, and the cost last year is said to have been less than 7½ cents; a remarkable showing this, when it is remembered that the cost of insuring mills in old line companies prior to the formation of the New England Mutuals was \$2.50 on each \$100 of risk.

While it is hardly probable that with the character and variety of merchandise contained in a modern drug stock, rates could be reduced to these figures, there can be no question that with a reduction of hazard must come a lowering of rates, and that if the old line companies can not or will not supply the protection at a more reasonable cost, new companies following the lines of the New England Mutuals or the Individual and Reciprocal Underwriters will surely do so.

FIRE LOSSES.

There have been no large losses from fires in wholesale drug stocks in the United States during the past year, so far as your Committee has been able to ascertain, but several partial losses have occurred which have been adjusted with reasonable prompt-

ness and to the satisfaction of the insured. Partial losses involving up to 25 per cent. of the amount at risk are usually promptly and fairly settled by the companies, but in the settlement of large losses they do not seem to have advanced to the position taken by the companies insuring lives, and, perhaps, owing to the different character of the risks, may never do so; but in the opinion of your Committee a large improvement should be made in this, to the insured, most important item.

The fact appears to be that the contract of insurance is considered in different lights by the parties in interest.

The merchant who insures a \$100,000 stock for \$80,000 or \$85,000, expects that in the event of a partial loss he will be fully protected, or in the event of a total loss, he will be protected up to the amount of his insurance, while the insurance companies who have accepted payment for taking the risk, apparently do so with the idea of settling in the event of a total loss for as little as the merchant, through the adroitness of the companies' adjusters, can be induced or wearied into accepting; these adjusters are experts in the intricacies of insurance technicalities and law; they are naturally devoted to the interests of the companies they represent, and in many instances a merchant, suffering from a disastrous fire, while straining every nerve to carry on his business and keep it together, and while receiving sympathy and active assistance not only from friends, but even from competitors in his own trade, will find the insurance companies whom he has paid to protect him, bring every point possible to bear through their adjusters to induce him to discount their liability in order to secure a prompt settlement. In making the settlement many weak points in a policy first come to the merchant's attention, and any neglect on his part, or on the part of his broker, in not having his risk properly covered is likely to cost him dear.

ADJUSTERS.

The labor involved in the settlement of a large loss and the tactics employed by adjusters for the companies have called into existence public adjusters or "adjusters for the insured," who prepare the schedules and serve claims for loss on the underwriters. Through them the insured is enabled to meet the trained adjusters for the companies on more equal terms, and in most cases secure a more equitable settlement. Very few large losses are settled in these days without the assistance of an "adjuster for the insured." In the selection of a public adjuster it is hardly necessary to say that the same care should be exercised as in the selection of a lawyer or other professional man.

In commenting on some of the shortcomings of fire insurance as at present conducted, your Committee intends no reflection on the great body of men engaged in underwriting, who are as reputable and honorable as those engaged in any other mercantile or professional calling; in its opinion the differences between the insurer and the insured can be best remedied by "getting together," the insured learning from the experience of the insurer the best means for reducing his fire hazard, and the insurer learning from the merchant the facts in relation to the physical characteristics of the merchandise he carries, which will finally lead to the adoption of a more perfect schedule of rates.

We see no reason why there should not be the same friendship and good will between the buyer and seller of insurance as exists between the buyer and seller of merchandise; both parties can profitably work together for the reduction of hazard. The merchant, through his Board of Trade or Chamber of Commerce, can materially assist in the maintenance of good fire departments and adequate water supplies, can insist that no laws affecting the storage or handling of drugs and chemicals or fire insurance be passed until after full consideration and investigation by his mer-

cantile body, thus preventing the passage of laws that would unduly hamper his business or that are intended to embarrass or "strike" insurance companies, the passage of which, while temporarily injuring the companies, usually results in raising the insurance rate; while, with the reduction of hazard the companies can afford to materially reduce rates and in the event of loss, pay the same "when properly presented and proved" promptly and fairly, without the usual quibbles, annoyances and appeals to the courts which so largely attend the present methods of settlement.

In examining former reports on fire insurance presented to this Association, your Committee found some recommendations made by Mr. Daniel Myers in his report for 1901 which have never been acted upon, and, believing that a report upon them will furnish information which would tend to reduce fire hazards, we embody them in the following resolutions and recommend their adoption:

Resolved, That the incoming Committee on Fire Insurance embody in their report—

First. The origin of fires occurring in stocks of drugs and chemicals during the current year so far as it may be possible to ascertain them.

Second. A list of hazardous drugs, chemicals, oils and fluids, with suggestions as to their handling and storage.

Third. How best to equip a drug house so as to promptly extinguish fire if one occurs.

Fourth. How to organize a fire brigade in an individual warehouse.

Respectfully submitted for the Committee.

CYRUS P. WALBRIDGE.

JOHN M. HINCHMAN.

H. W. EVANS.

C. F. POLK.

THOS. F. MAIN, *Chairman*.

PRESIDENT HOVER: This very interesting report will take the usual course and be referred to the Board of Control.

We will next listen to the report of the Committee on Trade-Marks, Charles H. Camp, Chairman, New York city.

Mr. Camp presented the report:

REPORT OF COMMITTEE ON TRADE-MARKS

To the President and Members of the National Wholesale Druggists' Association:

Your Committee on Trade-marks reports that during the past year it has given such attention as was convenient to litigation affecting trade-marks and unfair competition. Before referring specifically to any of the decisions which have been rendered during the past year, it desires very briefly to make certain suggestions as to the best available method of fighting unfair competition, with a view to effecting practical results. It is the opinion of the Committee that in the interest of economy, proprietors of remedies can not be too zealous or active in striking at every attack upon their exclusive rights, where there is substantial reason for such action. The value of the proprietary article consists largely in the right to the monopoly connected with it. In so far as that is encroached upon, the value of a name, or form of package, is proportionately decreased. It is, however, equally true and important that attacks upon infringement should not be made, unless there is substantial and reasonable ground to believe that they will succeed, because as is very apparent, the defeat of an assertion to exclusive right is bound to be widely advertised, and to invite further infringement. It is to be said, however, that the tendency of the decisions of the courts is in favor of such rights, and that any proprietor who has not intentionally or otherwise,

misled the public, may be sure of relief against any palpable infringement. To permit such infringement to go unchallenged and unchecked is practically to abandon the claim of exclusive right, and thus encourage further infringement and eventually lose it altogether. In a wise handling of these matters, however, it is not always necessary to begin with litigation. In many instances a visit to the infringer with a clear statement of the lawful proprietor's rights, and of the means which he intends to take to enforce them will be found to be all that is necessary to restrain infringement. This statement is the result of very considerable experience. If, however, litigation becomes necessary, no necessary expense should be spared in the preparation and trial of the case. A slipshod preparation, through mistaken ideas of economy, in litigation of this nature, is really most unwise extravagance. Assuming that it has been found necessary to resort to the courts, and that the proprietor has been successful, it is a mistake to suppose that there remains nothing further to be done. The value of an injunction obtained in litigation of this nature depends upon the use made of it. It is not alone sufficient to enjoin the infringer. The best effect of such litigation is to be found in the influence which it may exert upon jobbers and retailers throughout the country. Nothing is more desirable than that they should be educated to a knowledge that the courts can, and will, protect the proprietor in his legitimate right, and that there can be no security in the sale of dishonest counterfeits, and no permanency in a trade built up in them. It is the opinion of the Committee that proprietors in general have not adopted the systematic as well as vigorous methods which should be used in dealing with this form of piracy.

Your Committee comes now to a consideration of some of the cases decided during the past year.

In any year's grist of cases, there are found some turning upon the question of whether a name is, or is not, geographical. the

broad principle being that a geographical name can not be adopted as a trade-mark. In our report of last year we called attention to the decision of the Supreme Court of the United States in *Elgin National Watch Co. v. Illinois National Watch Co.*, reported in Volume 179 of the United States Reports at page 665, in which it was held that even though a trade-mark was not in itself good as such, yet where the use of the word had come to denote the particular manufacturer or vendor, relief against unfair competition or perfidious dealing would be awarded by requiring the use of the word by another to be confined to its primary sense by such limitations as would prevent misapprehension on the question of origin. The case indicated that this high court was rather inclined to relax the rule as to the use of geographical names, and it was hoped that there might be at least a confining of the rule to cases to which it clearly applied. One decision during the last year has, however, come to the notice of your Committee, which, with all respect to the court by which it was rendered, seems to carry the doctrine that a geographical name can not be monopolized as a trade-mark to an extreme. The case is that of *Allen B. Wrisley Co. v. Iowa Soap Company*, decided in the Circuit Court of Appeals for the Eighth Circuit, and reported in Volume 122 of Federal Reports, at page 796. In this case the appellant sought to restrain the appellee from using the words "our country soap," as an infringement upon its trade-mark "old country soap," and the court affirmed the decision of the lower court in refusing an injunction, and the court says: "Old country" is a term in common use to designate a country occupied by civilized man, before the American continent was. It plainly means a different country from our country, just as the "old continent" means the continent of Europe, as distinguished from "our continent." It is both a geographical term and a term in common use to designate a country.

The complainant may not, therefore, exclude others from its use, or become the owner of any property in it as a trade-mark."

"Old country" certainly specifies no particular portion of the globe. It may mean Germany, as well as Ireland, or to an expatriated Turk, it may mean Turkey. Thus it points to no particular country, which might have been the place of origin of this soap, or particular kind of soap, and no such country is indicated to the mind of the purchaser. This decision seems the more remarkable to your Committee by reason of the fact that it was rendered by the same court which delivered the opinion in the case of *Shaver v. Heller & Merz Co.*, 108 Federal, page 821, which was referred to in the last report of your Committee, and the two opinions were written by the same judge. In that case the complainant claimed the right to the names of "American Ball Blue" and "American Wash Blue." The defendant sought to defeat this claim upon the defense that the names were geographical and descriptive, and could not be used as trade-marks, but that court did grant an injunction against the use of those words in that connection. Their decision in the "Old Country Soap" case does seem to be a straining of the rule as to the use of geographical names, and does seem to be inconsistent with their opinion in the "American Ball Blue" case.

In this same connection, your Committee is pleased to refer to another decision where the same rule was sought to be interposed, but without success, and where the court refused to stick to the letter of the rule, and to overlook its reason. We refer to the case of *Bauer & Co. v. Siegert*, reported in the 120 Federal Reporter, at page 81, which concerned the well-known Angostura Bitters. These bitters were originally put up in 1824, at the town of Angostura, Venezuela, under the name of "Aromatic Bitters." About 1830 the name "Angostura" was adopted. In 1846, the name of the town of Angostura was changed by decree of State to that of Ciudad Bolivar, since which time the name

"Angostura" as the name of a town, has officially ceased to exist, and gradually, as a matter of fact, has ceased to be used. It was claimed by the defendant that the name was geographical, that the preparation so got its title, and that it could not be monopolized as a trade-mark, but the court, being the Court of Appeals for the Seventh Circuit, brushed the contention aside, on the ground that the town had ceased to exist by that name. It seems to your Committee that the name "Angostura," even though it has been superseded by decree, is still a geographical name, suggesting to any one familiar with geography, the place now called Ciudad Bolivar, and certainly more descriptive than the general term "old country." A discussion of this phase of the case in *Wrisley v. Iowa Soap Co.*, leads to a consideration of other expressions in it, which the Committee considers unfortunate. A fruitful subject of discussion by the courts in handling cases of this class, is how far a new-comer in the market must distinguish his goods from those sold under a similar name, which have already achieved a reputation and standing in the trade. We pointed out in our last report that the Supreme Court of the United States in *Saxlehner v. Eisner & Mendelson Co.*, 179 U. S., page 19, had held that where the bottles and labels were similar, even the use of different language upon the label, and an additional label expressly pointing out that the new article was not that with which the public was familiar, were not sufficient to prevent the deception, and were therefore restrained by injunction. Apparently that court intended to hold that even the unwary purchaser was to be protected, and indeed in the leading case of *McDain v. Fleming*, 96 U. S. Reports, page 245, the same court made it clear that in its opinion the unwary were entitled to be protected. In the case of *Coleman v. Crump*, 70 New York, page 573, it is expressly stated that if the resemblance is calculated to deceive the careless or unwary, the injured person is entitled to relief. With great respect for the court rendering the

decision in the soap case, the Committee expresses its belief that when the court, after stating that the duty is imposed upon every manufacturer or vendor to so distinguish the article he makes, or the goods he sells, from those of his rival, that neither its name nor its address will probably deceive the public or mislead the common buyer, that he is not required to insure to the negligent, or indifferent, a knowledge of the manufacture or ownership of the article he presents, and that his competitor has no better right to a monopoly of the trade of the careless and indifferent than he has, says, "One who so names and dresses his product that a purchaser who exercises ordinary care to ascertain the source of its manufacture, can readily learn that fact by a reasonable examination of the boxes or wrappers that cover it, has fairly discharged his duty to the public and to his rival," it does not give sufficient weight to the circumstances under which articles of the character in question are usually sold. It is commonly the case that the purchaser, desiring a special article, is careless or indifferent, and makes no particular examination merely because he does not know that any new-comer is in the field. He knows what he wants, but nothing has come to his attention to warn him that care must be used. It is for this reason, as we are advised, that courts have held that a new-comer must not only take pains not to deceive by resemblance, but to clearly distinguish his article from that which has become well known. This seems sensible and reasonable, and we are assured that the burden of decisions sustains such a view. As is stated in a case to which we will next refer, "their duty is to distinguish and not to imitate."

Another question frequently presented in trade-mark cases is how far a person has the right to use his own name in connection with an article, when that name has become well known in the same connection through its use by others. The attention of the Committee has been called to a very striking case which, while it

does not affect proprietary remedies or articles handled by the members of this Association, is yet in principle applicable to questions arising in trade-mark litigation in which you may be interested. It is a very satisfactory decision of the Circuit Court of Appeals for the Seventh Circuit, in the case of Chickering and others against Chickering & Sons, reported in Volume 120 Federal Reporter, at page 69. Complainant in that case was a corporation which manufactured the well-known Chickering piano. The defendants, constituting the firm of Chickering Bros., were the sole living male representatives of the family which originally made the Chickering piano. They engaged in the manufacture of pianos in the fall of 1898, and marked them on the fall board with the name "Chickering Bros.," complainant's being marked "Chickering & Sons," the letters used being alike. They advertised the fact that they were the sole living representatives of the family which originated the Chickering piano, and while they placed upon the back of their pianos a notice, in which they announced "in order to prevent confusion and possible misrepresentation we wish to state that the firm of Chickering Bros. has no connection whatever in a business sense with the Eastern company of the same name," and that its pianos were made in Chicago, the court below issued a preliminary injunction, and the Court of Appeals sustained their action. The defendants were enjoined from using as the name of the piano the word "Chickering," either alone or in connection with other words or letters; also to designate the name of a corporation manufacturing or dealing in pianos, and from using on pianos the word "Chickering" alone or with other words or letters to designate the maker or makers thereof, without displaying in connection therewith plainly and in a prominent manner a statement that the defendants were in no way connected with Chickering & Sons, Boston, Mass., and that the defendants' pianos were not the original Chickering pianos. There were a number of other specific orders

of injunction, each tending to restrain the use of the word "Chickering," in any way that might cause confusion, and the court said, concerning the duty of the defendants, "their duty was to distinguish and not to imitate." The effect of this decision is, as we are advised, to practically make it impossible for the Chickering's to use their own name in connection with the manufacture of pianos without making it clearly appear, so that there could be no mistake about it, that the pianos thus offered for sale were not those well known under that name. Apparently the essence of the rule which a new-comer in the field is bound to follow, is to be found in the language quoted from this opinion—"their duty is to distinguish and not to imitate." The tendency of the courts as a rule generally is to adhere closely and strictly to this rule. They do not seek so much to find differences as resemblances, and therein lies the protection of the legitimate copyright of the proprietor.

The case of Enoch Morgan & Sons Co. v. Whittier-Coburn Co., reported in the 118 Federal Reporter, page 657, is valuable in this connection. In that case the outside wrapper of complainant's package was marked "Enoch Morgan's Sons Sapolio," and that of defendant's "W. C. Co.'s Sapho." It would certainly require but slight inspection on the part of the purchaser to see that Sapho was not Sapolio. Seen, however, upon the shelf the two packages might readily deceive. The court enjoined the use of the Sapho package, using the following language: "A minute and careful inspection will, of course, reveal the fact that it was a different preparation, but in legal contemplation, infringement occurs when the resemblance is such as to deceive an ordinary purchaser giving such attention to the same as such a purchaser usually gives."

One of the noteworthy decisions of the year was that in the case of Worden v. California Fig Syrup Co. It is important because of the questions involved, the volume of litigation which

had been had concerning this well-known remedy, and the finality of the decision, coming as it does from the Supreme Court of the United States, being reported in Volume 187 of the United States Reports, at page 516. It illustrates again the great care which must be used by proprietors to make sure that there is nothing connected with the proprietary article which may be considered as a misstatement or a misrepresentation of facts. The trade is familiar with the suits brought by the California Fig Syrup Company and the varying results of their litigation in different sections of the country. The whole conclusion of the Supreme Court rests upon the finding that the "name Syrup of Figs does not in fact properly designate or describe the preparation made and sold by the California Fig Syrup Company so as to be susceptible of appropriation as a trade-mark." It is clear from the facts as stated in the opinion that in adopting the name, there was no intention to deceive, the original intention being to manufacture a preparation in which syrup of figs should be an essential ingredient, and even after it was found that the use of figs in such quantity as to make it an important ingredient was deleterious, still the use of it was continued, although not as an essential part, but to give a pleasant taste which might have been effected, as shown by the evidence, by the use of an equal quantity of honey or some other substance, without changing the character or effect of the combination. It was strongly argued by the distinguished counsel, who represented the complainant, "that the name was a true and honest name when applied to the medicine, and that the wording on the cartons, criticised in other cases between the parties, was entirely eliminated long before the appellant flooded the Pacific coast with its counterfeit." But the argument was without effect upon the court. The Committee thinks that this case should inforce very powerfully the necessity of great care and caution in the direction mentioned, because where the court holds that there is essential misrep-

sentation, whether intentionally or otherwise, it deprives the name of the article in question from all protection whatsoever.

This case goes very far, because it is undoubtedly true that the California Fig Syrup Company has always manufactured and used as a vehicle a syrup made from sugar, water and fig, in which figs had always been used in proportions best adapted to the use of promoting the pleasant taste of the combination, and that the company combined with the syrup of figs formed in that way a specially prepared aromatic fluid extract of senna, from which the griping properties of senna had been eliminated by the original method of manufacture, and it is also true and well known that the company had stated to the medical profession, the drug trade and the public that the laxative principles of the combination were derived from the senna and not from the fig, and that the figs were used only because of the pleasant taste, which they were known to possess. We understand that the California Fig Syrup Company is not discouraged by this decision, but believes that when all the facts are fully presented a different conclusion will be arrived at, and that it intends to carry litigation through the courts for the purpose of bringing about that result.

There is another element in the case, however, which is of value as the decision of the court of last resort upon a dangerous contention, which has been successfully made in certain of the State and Federal Courts, although it has not been accepted by the courts generally as being the law. It was argued in the California Fig Syrup case that "courts of equity will not intervene by injunction in disputes between the owners of quack medicines, meaning thereby remedies or specifics whose composition is kept secret and which are sold to be used by the purchasers without the advice of regular or licensed physicians." This doctrine had the support of some courts of high standing. The Supreme Court in the case now being discussed, however, has

denied this proposition in clear language, which should, and will, so far as the Federal Courts are concerned, prevent any further decisions on that line. The court, after discussing the argument presented, used the following words: "But we think, in the absence of such legislation, courts can not declare dealing in such preparations to be illegal, nor the articles themselves to be not entitled, as property, to the protection of the law."

In this connection your Committee refers also to the case of *Samuels Bros. & Co. v. Hostetter Co.*, decided by the Circuit Court of Appeals for the Ninth Circuit, and recorded in the 118 Federal Reporter, at page 257. In that case the defendant was found to have simulated Hostetter's Bitters. He endeavored to show by a considerable amount of testimony that the Hostetter Company's preparation was a quack medicine and an alcoholic stimulant, and therefore not entitled to the protection of a court of equity, but the court held that the proprietor of such a preparation had the right to keep its formula secret, and the court very properly added: "The argument that it is a quack medicine, and that it is injurious to the human system, and is contraindicated for some of the ailments which it purports to cure, comes with ill grace from those who imitate it as closely as they may, without possessing a complete knowledge of its formula, and by unfair trade sell the simulated article as and for the genuine."

Many of the members of this Association are interested not merely in domestic, but foreign trade-marks, and for that reason your Committee mentions briefly certain facts, which have come to its attention recently. Cuba is a field which is attracting the owners of proprietary remedies, and it is well for those who expect to exploit that field in any degree to know that prompt measures are absolutely necessary to protect their rights in that country. A systematic business of pirating trade-marks is going on there, and we are informed that there is but little remedy for it. It is stated that grocers can not fill orders for Ivory Soap unless

they get it from the man who appropriated the mark for his own production there. Several well known firms have been refused registration of their marks because some sharper had gotten them out in his own name.

A very interesting and startling bit of news comes from Germany and is reported in the *National Druggist* for August, 1902, where it is stated that the man in Germany who first registers a trade-mark obtains the right to it even as against "the man who originated it, and who has made it a thing of value. In other words, the right in Germany is conveyed by the registration, and the man who gets there first and has the government put its seal upon it obtains the title to the trade-mark, regardless of the fact that all there is of value to it has been the result of another's labor." A merchant resident there who had been supplied for years by the California Fig Syrup Company with its product, registered that company's trade-mark there as his own. The company learning of this, demanded the transfer of it to them. He refused, except upon payment of about \$12,000. The company consulted their attorney and brought an action to have the registration canceled. The lower court decided that though the merchant may have acted "dishonorably," he had not acted "dishonestly" within the meaning of the German statutes, and gave judgment for the merchant. On appeal to the Prussian Supreme Court, the court decided in favor of the company and ordered the registration canceled. There was an appeal from this decision to the German Imperial Court, which decided that the German appropriator had acted entirely correctly, and that he had not been guilty of any impropriety whatever, "inasmuch as the Imperial trade-mark law not only does not forbid such conduct, but actually encourages it." The theory of this is that the law expects every owner to register his mark within a reasonable time. Thereupon the company caused to be registered a new trade-mark for Germany "Califig," the original, genuine "California Fig Syrup." Where-

upon the German merchant sent out a warning to the trade against dealing in any fig syrup, except that bearing his trade-mark, under penalty of a fine of from \$150 to \$5,000, as provided by the law.

These references should be sufficient to stir the members of this Association who are interested to prompt and effective action to protect themselves in foreign countries.

It is a satisfaction to your Committee to be able to report that with very few exceptions the decisions rendered in litigation arising upon trade-mark claims during the last year have been such as to protect the property rights of the proprietor of such property. Courts have been willing and even alert to strip the claims of infringers of all specious pretenses and disguises, and the decisions have been determined in accordance with two facts: First, is there a trade-mark, or package, or label, which is entitled to protection? Second, is the article placed upon the market by defendant calculated to deceive? We said in our report last year that the courts are, as a rule, consistently adhering to the doctrine that wherever it is really true that parties are attempting to appropriate the good will of others by unfair competition, calculated to deceive the public, it is the duty of the court to intervene and protect this important class of copyright. We are glad, after another year's review, to be able to reiterate that statement.

Respectfully submitted,

CHAS. H. CAMP, *Chairman.*

PRESIDENT HOVER: If there is no objection, this report will go to the Board of Control.

Before proceeding to the reading of further reports, the Committee on Membership desires to supplement its report, and we will hear the supplemental report in order that the additional name may be promptly posted.

SUPPLEMENTAL REPORT OF COMMITTEE ON
MEMBERSHIP

SECRETARY TOMS: The Committee on Membership submits the application of J. H. Guild, Rupert, Vt., for associate membership.

PRESIDENT HOVER: We will next listen to the reading of the report of the Committee on Fraternal Relations, M. Cary Peter, Chairman, Louisville, Ky.

MR. PETER: The Committee asks for further time.

PRESIDENT HOVER: We will take up the report of the Committee on Legislation, M. N. Kline, of Philadelphia, Chairman.

Mr. Kline presented the report.

REPORT OF COMMITTEE ON LEGISLATION

To the Members of the National Wholesale Druggists' Association:

The action of the Association at its meeting at Monterey, in October, 1902, committed four matters to this Committee.

First—The securing, if possible, of the passage of the Joy bill, reducing the tax on distilled spirits from \$1.10 to 70 cents a gallon.

Second—The passage of the National Pure Food Law.

Third—The passage of a bill correcting the United States Treasury decision under which crude imported drugs, preserved by alcohol sufficient to prevent fermentation, are classed as alcoholic compounds.

Fourth—The recommendation favoring bill known as the Lovering Bill, H. R. 15,368.

We report upon these several matters as follows:

I. THE JOY BILL.

Very little attention was given by Congress to the consideration of the question of favoring the passage of a bill reducing the tax on distilled spirits from \$1.10 to 70 cents. This was owing to the decision of the Republican leaders not to enact any legislation touching revenue matters at the recent session, but it is believed that the desired legislation will be likely to receive more consideration at the coming session of Congress. A bill providing for a lower tax will be introduced as soon as Congress convenes, and should receive the hearty support of the members of our organization.

The movement to secure a reduction of the internal revenue tax on alcohol, which was started two years ago, has been vigorously carried on during the past year.

Petitions and memorials have been sent by thousands of manufacturers in the various alcohol-using industries to their Senators and Representatives, and the influence of the principal trade organizations has also been brought to bear on Congress in favor of a lower tax rate.

The result of this widespread agitation has been the creation of a strong sentiment in both Senate and House in favor of tax reduction.

2. PURE FOOD LAW.

The bill known as the Hepburn Pure Food Law passed the House practically in the form proposed in the original Brosius bill, but failed to secure consideration in the Senate, as all legislation in that body was held up by the Statehood bill. Meanwhile there was introduced in the Agricultural Appropriation bill, approved March 3, 1903, a proviso authorizing the Secretary of Agriculture to investigate the adulteration of foods and drugs, to supervise the importation of food products from foreign coun-

tries, to inspect the food products intended for exportation to countries requiring physical or chemical inspection of foods entering their ports and to fix standards of purity for foods. The provisions of this law, which went into force on July 1, carry appropriations for the following purposes, as set out in the statute:

"To investigate the adulteration of foods, drugs and liquors, when deemed by the Secretary of Agriculture advisable, and the Secretary of Agriculture, whenever he has reason to believe that articles are being imported from foreign countries which by reason of such adulteration are dangerous to the health of the people of the United States, or which are forbidden to be sold or restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package, shall make a request upon the Secretary of the Treasury for samples from original packages of such articles for inspection and analysis; and the Secretary of the Treasury is hereby authorized to open such original packages and deliver specimens to the Secretary of Agriculture for the purpose mentioned, giving notice to the owner or consignee of such articles, who may be present and have the right to introduce testimony; and the Secretary of the Treasury shall refuse delivery to the consignee of any such goods which the Secretary of Agriculture reports to him have been inspected and analyzed and found to be dangerous to health, or which are forbidden to be sold or restricted in sale in the countries in which they are made, or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package.

"To enable the Secretary of Agriculture to investigate the character of food preservatives, coloring matters and other substances added to foods, to determine their relation to digestion and to

health, and to establish the principles which should guide their use; to enable the Secretary of Agriculture to investigate the character of the chemical and physical tests which are applied to American food products in foreign countries, and to inspect before shipment, when desired by the shippers or owners of these food products, American food products intended for countries where chemical and physical tests are required before said food products are allowed to be sold in the countries mentioned, and for all necessary expenses connected with such inspection and studies of methods of analysis in foreign countries; to enable the Secretary of Agriculture, in collaboration with the Association of Official Agricultural Chemists, and such other experts as he may deem necessary, to establish standards of purity for food products and to determine what are regarded as adulterations therein, for the guidance of the officials of the various States and of the courts of justice."

These provisions were originally drafted as a part of the so-called Brosius Pure Food Bill. We recommend that the incoming Committee on Legislation give their support to any pure food bill introduced at the next session of Congress, provided the bill conforms to the measures which this organization has indorsed in the past.

3.

No action, so far as your Committee is advised, was taken on the American Pharmaceutical Association's suggestion with reference to the Treasury decision on crude imported drugs referred to in the third resolution, passed a year ago.

4. THE LOVERING DRAWBACK BILL.

Considerable attention was given by the Chairman of your Committee to the bill known as the Lovering Drawback Bill, Section 6 of which reads as follows:

"That on the exportation of articles manufactured or produced

in the United States in part from domestic alcohol, on which an internal revenue tax has been paid, there shall be allowed a drawback equal in amount to the tax paid on the alcohol so used: Provided, That no other than domestic tax-paid alcohol shall have been used in the manufacture or production of such articles. Such drawback shall be determined and paid in manner provided for determination and payment of drawback on exportation of articles of domestic manufacture and production made wholly or in part from imported duty-paid materials, under Section 30 of an act entitled 'An act to provide revenue for the Government and to encourage the industries of the United States,' approved July 24, 1897."

It will be seen that under this section manufacturers of chemicals, pharmaceuticals and other articles in the manufacture of which alcohol enters, in all of which our members are interested, would be placed in a position to compete with foreign countries, because they would practically secure tax-free alcohol for such manufactured articles used for export.

A hearing before the Ways and Means Committee was had on January 15, at which time quite a number of interests were represented, and your Chairman submitted the following argument:

"The Annual Report of the Government on Commerce and Navigation for the fiscal year ending June 30, 1901, gives the following figures as to the amount of drawback allowed on exported articles of domestic manufacture made in part from imported duty-paid alcohol:

1898.....	\$77,666.73
1899.....	91,860.37
1900.....	127,358.22
1901.....	123,283.66

"Although the report does not specify the country from which this alcohol was imported, I am informed that practically all of

it was purchased in Germany. The Treasury Department allowed the drawback under authority of Section 30 of the revenue act of July 24, 1897, commonly known as the customs drawback law, which provides for the payment of a drawback on all exported articles made in whole or in part from imported duty-paid materials.

"There is no provision in our revenue laws allowing a drawback on domestic tax-paid alcohol entering into the manufacture of exported articles. Domestic alcohol may be exported, with benefit of drawback, in the original packages which contained it at the time the tax was paid, but the right to drawback is destroyed if the alcohol is exported in any other way.

"The only method provided by law whereby manufacturers may secure domestic alcohol free of tax for the export trade is under the bonded manufacturing warehouse system (see Section 15, tariff act, July 24, 1897). This law has proved wholly inadequate as a means of giving us untaxed alcohol for use in manufacturing for export. The chief objections to the law are:

"First—All the goods manufactured therein must be exported. Very few manufacturers have sufficient export business to enable them to maintain two distinct factories or laboratories.

"Second—The expense of maintaining the bonded warehouses, including the salary of the Government storekeeper, must be borne by the manufacturer. The salary of such storekeeper in the large cities would not be less than \$1,500 per year.

"Complete proof of the inadequacy and impracticability of the bonded warehouse system is found in the fact that there are not now more than five or six firms in the entire country working under it. Several important manufacturing firms, who at one time operated factories under this system, were forced to abandon them on account of the heavy expenses and other difficulties imposed by the regulations, and either resort to the use of foreign

alcohol, with benefit of drawback, or establish branch factories in foreign countries.

"The regulations of the Treasury Department, under which a drawback is now paid on foreign alcohol used in the manufacture of exported preparations, could be easily applied if the proposed law allowing a drawback on domestic tax-paid alcohol is enacted. Under these regulations the Government accepts as evidence that the customs tax of \$2.25 per proof gallon has been paid on the foreign alcohol on which drawback is claimed, a certificate of importation from the collector of customs for the port at which the alcohol was imported and a certificate from the importer that the specified alcohol was delivered to the manufacturer of the goods on which drawback is claimed. This method of identifying the alcohol has been found to give ample protection to the Government.

"The application of the principles governing the payment of drawback of the customs duties on imported alcohol to the allowance of a rebate of the internal revenue tax on domestic alcohol will make the identification of the tax-paid alcohol absolutely certain. We would submit that, as the modified regulations would deal only with alcohol on which the internal revenue tax has been paid, the burden of proof as to the payment of the tax on a specified quantity of alcohol, and the use of this alcohol in the manufacture of articles exported from the United States, would be on the manufacturer claiming the rebates. The Government would be amply protected by the requirement that all the facts in relation to the payment of the tax on the alcohol, the delivery of this alcohol to the manufacturer and the exportation of a specified quantity of the alcohol in the form of a manufactured product, should be clearly established before any payment of rebates would be made.

"It would seem a self-evident proposition that if no difficulty has been experienced in identifying foreign alcohol, on which

the customs tax is \$2.25 per proof gallon, so as to protect the Government, there could be no possibility of danger in providing for a similar system on rebates on domestic alcohol, on which the tax is only \$1.10 per proof gallon. As each step in the distillation and sale of alcohol is carried on under the strict supervision of Government officials, and as a record of the payment of the tax on each original package of alcohol is kept by the Government, it will be an easy matter to verify the statements made by manufacturers in connection with any claim for rebate.

"One very important point, which I believe should be taken into careful consideration by this Committee, is the advantage a manufacturer on the seacoast possesses under existing law over one located in the interior.

"A manufacturer in Iowa or Minnesota who is endeavoring to build up a foreign trade must, in order to secure alcohol free of tax, transport it from Europe to a seaport on our Atlantic coast and then have it shipped by rail over 1,500 miles to his laboratory. He is thus compelled to purchase, several thousand miles from his place of business, an article which could be produced more cheaply in his own State than any other place in the world, and to pay freight and charges amounting to more than double the sum paid by manufacturers located in the seaboard States.

"I am informed that the failure of our internal revenue laws to grant a rebate of the tax paid on domestic alcohol used in exported products has forced a number of American manufacturers to erect branch factories in Europe and Canada. While it is true that the high rates of duty imposed by foreign governments on articles requiring alcohol in the process of manufacture, offered some inducement for American manufacturers to that step, yet the chief object in view was to secure the advantage of laws which authorized a refund of the tax paid on all alcohol used in manufacturing for export, and thus enable them to compete on

equal terms in the markets of the world with foreign manufacturers.

"The enactment of Section 6 of the Lovering Bill would place all manufacturers in the United States on the same basis, and would at least encourage them to make the attempt to secure their share of the foreign trade now controlled by Germany, France and England."

Following this hearing, under date of January 28, this communication was sent to the Hon. Claude A. Swanson, a member of the Ways and Means Committee:

"At the hearing on the Lovering Drawback Bill on the 15th inst., you requested me to send you a statement respecting the lines in which our foreign trade could be extended if Congress should authorize the Secretary of the Treasury to allow a rebate of the tax paid on domestic alcohol when used in the manufacture of exported preparations.

"The use of alcohol in the industrial arts is a subject which has been before Congress and trade associations for a great many years, and I believe it is now conceded on all sides that until the legislation of this country is brought into line with that of Europe and Canada, our export trade in these articles in which alcohol is a necessary material will continue to be insignificant.

"The following is a list of some of the articles of American manufacture which could be sold in neutral markets in competition with like articles of foreign manufacture, if Congress should enact a law allowing a rebate of the internal revenue tax paid on the alcohol necessary to produce them:

Photographic paper and films.

Smokeless powder.

Shellac varnishes.

Aniline dyes.

Transparent soap.

Shoe polish.

Perfumery.

Flavoring extracts.

Pharmaceutical preparations.

Chemical preparations.

Proprietary medicines.

"Some of these articles do not indicate in their finished condition that alcohol was used in the process of manufacture, which induced the honorable Chairman of the Committee on Ways and Means at the hearing on the 15th inst. to ask whether it was proposed to allow a drawback on exported articles from which the alcohol had been expressed or evaporated.

"There is no reason why a drawback could not as safely be allowed on exported smokeless powder, from which the alcohol has evaporated, as on exported fluid extracts, containing a certain percentage of alcohol at the time of exportation.

"Under the regulations issued to carry the present drawback law into effect, no drawback is allowed on foreign duty-paid alcohol until after a special agent of the Treasury has visited the laboratory of the applicant and by personal investigation ascertained the percentage of alcohol wasted in the process of manufacture. The waste allowed under existing law on foreign alcohol used in the manufacture of exported preparations varies from 15 to 20 per cent. If the government by investigation can accurately fix a waste of 15 or 20 per cent., it is clear that the quantity of alcohol necessary to produce a given quantity of exported smokeless powder can also be accurately determined.

"I am fully satisfied from the investigation which I have given this subject that Section 6 of the Lovering Bill would present no problem in administration which could not be solved with absolute protection to the Government's interests."

In reply to a question asked by one of the members of the Ways and Means Committee, your Chairman made the following statement:

"I just want, Mr. Chairman, to speak to your last question: 'How much would our trade increase?' I want to call the attention of the Committee to the fact that the American manufacturers of medicines and chemicals outside of a few concerns who have established bonded warehouses, one of which has been in New York a great many years, and a firm in Detroit, which manufactures in Canada for the export trade—outside of the business done by these two firms we have very little export trade on medicines and chemicals, and instead of being doubled, as Mr. Chamberlain has said, if this refund privilege were given the American manufacturer, I should think our export business might be increased a hundred times. All we want is to be put on an equality with the foreign manufacturers. A German firm has come in and established a business in New York that exceeds, I believe, in amount of sales the largest manufacturer of chemicals in the United States, and why? Because they have been fostered by their own Government! Their chemicals are sold in every drug store in the United States. So, the answer is not 'double,' but a hundred times."

No section of this Lovering Bill commended itself so strongly to the members of the Ways and Means Committee as Section 6, but as there was strong opposition to some of the other sections it did not receive favorable consideration, though your Committee is informed that we are in a very favorable position, and we recommend a continuance of the effort to secure the passage of Section 6 of the Lovering Bill.

Mr. Lovering has recently conferred with a number of the Republican leaders in Congress, and he is confident that the prospects for the enactment of the proposed amendments to the drawback law are much better than at the recent session, and believes that a bill substantially the same as that introduced by him at the last session will become law.

Before the new bill is introduced it will be submitted by Mr.

Lovering to the Secretary of the Treasury, who has frequently expressed himself as favorable to a more liberal drawback system, so that the form in which it is finally submitted will bear the approval of the Treasury Department.

To show how important this legislation is to some of our people we cite as an illustration the case of a very large pharmaceutical manufacturing firm whose manager states: "We have a branch laboratory in Canada and thus enjoy facilities for export which most houses in our line do not command." This is rendered necessary because of their inability to compete with manufacturers in other countries, who are granted a drawback by those countries on the duty on alcohol used in all articles manufactured for export.

The advantages accruing to our manufacturers should this legislation be obtained are so considerable that the subject is of the greatest possible interest, not only to the few manufacturers who will be benefited thereby but indirectly to the farmers as well, as any increased outlet for alcohol would of course increase the demand for the grain from which the alcohol is made.

As considerable money was spent by the Committee of Manufacturers upon which we had representation in the dissemination of literature upon this bill, and our manufacturers were asked to contribute to the general fund, and as your Chairman believed that it would not be fair to draw upon the general funds of the Association for this contribution, he addressed a communication to the President, Mr. W. A. Hover, on January 28, suggesting the propriety of his appealing for contributions to those members of our Association who were directly interested in the passage of this bill, and permission being granted a letter was sent out which resulted in contributions amounting to \$250, received from five firms, which passed through the hands of our treasurer to Mr. Edwin M. Tatham, Chairman of the Committee of Manufacturers interested in the passage of this bill.

There was the usual crop of formula and other bills threatening the interests of proprietary manufacturers and wholesale and retail druggists in the different States, and while these were largely looked after by the Committee on Legislation of the Proprietary Association, valuable and efficient aid was given that committee by members of this Committee and of our Association.

One of these bills, known as the Dowling-Bostwick Bill, in the New York Legislature, was an innovation upon this sort of legislation and appeared to have the support of some proprietors, who believed that its passage would prevent the offering or selling of substitutes, and it secured favorable consideration by the New York Legislature, but it was finally vetoed by the Governor.

It may be a matter of interest to our members to note in our report the passage of four measures affecting so-called trusts. These measures include, first, an appropriation of \$500,000 carried by the Legislative, Executive and Judicial Appropriation Bill to enable the Attorney-General to execute the anti-trust laws; second, a bill drafted by the Attorney-General providing for the expediting in the courts of all cases brought under the anti-trust laws; third, the provision in the law creating the new Department of Commerce and Labor, authorizing the Commissioner of Corporations to investigate the organization and management of all corporations doing interstate business; and, fourth, the so-called Elkins Anti-rebate Bill, prohibiting the giving or accepting of concessions of any kind in the way of transportation charges.

We are indebted to the Washington correspondent of the Oil, Paint & Drug Reporter for full information furnished by him from week to week on matters of legislation affecting our interests proposed or passed by the Congress of the United States.

Respectfully submitted,

M. N. KLINE, *Chairman.*

(See Mr. Kline's remarks in connection with the report of the Board of Control on the foregoing report, requesting that the fol-

lowing extracts be printed from a pamphlet issued by Allen & Graham, attorneys-at-law.)

[*Extracts from Pamphlet entitled "Cheaper Alcohol for the Arts and Manufactures."*]

In all industries in which ethyl alcohol is an important factor Germany is the leading competitor of the United States, and the supremacy that country has attained, both at home and in foreign markets, is due to:

(1) A low tax rate (about 56 cents per proof gallon).

(2) To legislation, first enacted in 1879, under which alcohol is permitted to be used free of tax for manufacturing purposes.

In considering what would be the effect of similar laws in the United States sound deductions can be made from the statistics showing the progress made by Germany. These statistics are given in the report of the Special Joint Select Committee appointed by Congress in 1896 to investigate the use of alcohol in manufactures and the arts, and cover a period of eight successive years.

The report states (vol. I, page 57) that the following quantities of alcohol were distilled in Germany from 1887 to 1895:

Total production for the fiscal year ending June 30:

	Proof gals.
1888.....	161,567,693
1889.....	144,081,541
1890.....	166,152,416
1891.....	156,878,781
1892.....	155,767,524
1893.....	160,029,959
1894.....	172,380,699
1895.....	155,948,586
	<hr/>
	1,272,807,199

Of that quantity there was delivered free of tax for use in the manufactures and arts, and for cleaning, heating, cooking and lighting purposes, as follows :

Fiscal year ending June 30 :	Proof gals.
1888.....	20,476,768
1889.....	22,786,987
1890.....	28,074,667
1891.....	27,426,341
1892.....	29,127,384
1893.....	32,052,803
1894.....	35,102,593
1895.....	37,977,396
	<hr/>
	233,024,939

Germany's exports of alcohol (also free of tax) for the same period were as follows :

For year ending June 30 :	Proof gals.
1888.....	22,584,422
1889.....	9,516,196
1890.....	20,121,829
1891.....	10,265,012
1892.....	6,709,337
1893.....	5,888,191
1894.....	6,066,241
1895.....	5,720,020
	<hr/>
	86,871,248

By taking averages for this period of eight years, all errors due to special conditions in any one year are eliminated.

Total yearly production of distilled spirits in Germany expressed in U. S. proof gallons.....	159,100,899
Total yearly quantity delivered free of tax for use in the arts, etc.....	29,128,124
Total yearly exports.....	10,858,906
Total of tax free alcohol.....	<u>39,987,030</u>
Total number of gallons on which tax was paid.....	119,113,869

The population of the United States being one and one-half times that of Germany these figures when used in comparison with those of the United States must be multiplied by $1\frac{1}{2}$, and, inversely, United States figures must be reduced one-third when used in comparison with those of Germany, the German population being only two-thirds of that of this country.

Germany's consumption of spirits in the form of alcoholic beverages is less per capita than that of the United States, but for the purpose of argument it will be conceded that it is the same. We have no reliable figures as to the consumption for beverage purposes in Germany, but the quantity of distilled spirits on which the tax was paid in the United States for the fiscal year ending June 30, 1902, as given in the report of the Commissioner of Internal Revenue is as follows:

Total amount of distilled spirits, in proof gallons, on which taxes were paid for the year 1901-1902.....	104,110,195
Deducting the amount used in the arts (estimated)...	<u>10,000,000</u>
Gives the amount consumed in the United States for beverage purposes.....	94,110,195
Two-thirds of this give the outside figures for Ger- many's consumption for beverage purposes.....	62,740,130

Germany, however, according to the official figures given above, paid taxes nine years ago on an average yearly amount of 119,-113,869 U. S. proof gallons, which is 56,373,739 gallons in addition to the consumption for beverage purposes. The explanation of this is that the low tax rate of 56 cents per proof gallon has resulted in an enormous increase in those industries which are unable to use methylated spirits, and which have been fostered and developed by this low rate.

WHAT A LOW TAX RATE AND FREE METHYLATED SPIRITS HAVE
DONE FOR GERMANY.

By bringing these figures together we have a striking showing of the supremacy Germany has attained by its wisdom in providing for a low tax rate and free methylated alcohol for manufacturing.

Total Production.		Consumed for Beverage Purposes.	Tax Free Consumed in the Arts.	Tax Paid Consumed in the Arts.	Exported.
Germany,	159,100,899	62,740,130	29,128,124	56,373,739	10,858,906
United States,	104,110,195	94,110,195		10,000,000	2,003,890
Germany's excess production,	54,990,704		29,128,124	46,373,739	8,855,016

That is to say, the total consumption of Germany for industrial purposes, exclusive of exports, is 85,501,863 proof gallons, and exceeds that of the United States by 75,501,863 gallons.

These figures show the actual difference between the two countries, taking no account of differences of population, etc. Based upon an equal population the consumption of distilled spirits in Germany for use in the industrial arts would exceed that of the

United States by 118,252,794 U. S. proof gallons. That is to say, based upon the average official German figures for a period of eight years, the per capita consumption of alcohol for manufacturing and industrial purposes is greater than the per capita consumption for beverage and all purposes in the United States at the present time.

If United States statistics for the eight years corresponding to those given for Germany had been used the showing would have been still more unfavorable to our present high tax rate. The following table gives these figures:

Total U. S. production for the fiscal year ending June 30:

	Proof gals.
1888.....	71,688,188
1889.....	91,133,550
1890.....	111,101,738
1891.....	117,767,101
1892.....	118,436,506
1893.....	131,010,330
1894.....	92,153,651
1895.....	89,992,555
	<hr/>
	823,283,619

American exports for the same period were:

	Proof gals.
1888.....	1,514,205
1889.....	2,590,235
1890.....	1,367,726
1891.....	1,676,395
1892.....	3,218,787
1893.....	3,762,231
1894.....	6,114,417
1895.....	1,312,006
	<hr/>
	21,556,002

Total average yearly production.....	102,910,452
Total average yearly exports.....	2,694,500
	<hr/>
	100,215,952

or a total average yearly production on which tax was paid of 3,894,243 gallons less than the corresponding consumption of last year.

THE USE OF PURE ALCOHOL IN THE ARTS.

One of the most striking exhibitions of the German statistics is that showing that German industries consume the enormous total of 56,373,739 gallons of pure alcohol yearly, or nearly double the amount of free methylated alcohol used. The amount of alcohol consumed in the arts in America was 10,000,000 gallons, and of this amount a considerable portion would have been denaturized alcohol had it been obtainable, but even if those industries in which pure alcohol is a necessity had consumed the entire amount, Germany's consumption of pure alcohol (tax paid) in the arts would be nearly six times that of the United States. Actually, it must be very much more than this. In proportion to population, or per capita, it is nine to twelve times as much.

The reason is that Germany has the most favorable condition for the development of all the many varied industries in which pure alcohol is a necessary constituent part, or in which it is a necessary agent in the process of manufacture. The most notable of these are manufactures of chemicals and their products.

A LOW TAX RATE WILL MAKE DENATURIZED ALCOHOL PRACTICABLE.

The chief obstacle to the adoption by the United States of a system of untaxed denaturized alcohol for the arts and manufactures is the fear on the part of treasury officials that the alcohol could be profitably separated from the denaturizing material and sold for beverage purposes. There is unquestionably a basis for

this belief when the possible danger from fraud is viewed from the standpoint of the present high rate of \$1.10 per proof gallon, which is equivalent to a tax of \$2.06 on a wine gallon of commercial alcohol.

A reduction of the tax to 70 cents per proof gallon would be equivalent to a reduction of 75 cents per wine gallon of commercial alcohol, and would remove the temptation to perpetrate fraud by making it unprofitable to purify denaturized spirits, because the separation of the denaturizing substance from the alcohol would require a complicated process which would cost nearly as much as the illicit product could be sold for. While it is believed by treasury officials that it would not be safe to grant untaxed denaturized alcohol under the present rate of tax it can easily be demonstrated that their argument would not apply under a tax rate of 70 cents per proof gallon.

The fact that with an experience of sixteen years Germany has found it entirely practicable to allow untaxed denaturized alcohol without inviting fraud on the revenue is undoubtedly due to the low rate of tax on distilled spirits which has prevailed during that period.

The one prolific source of fraud on the revenues from distilled spirits is "moonshining," which flourishes in proportion as the tax is high or low. At the present excessively high rate of \$1.10 it has grown to such an extent as to seriously affect the revenues. With the tax reduced to 70 cents this illicit traffic would be so curtailed as to be practically destroyed.

VARIED USES OF ALCOHOL.

The use of alcohol in the industrial arts is only limited by its cost. The number of articles of which it is an important element in their manufacture are too numerous to be given in detail, but the following list will tend to show how varied and extended its uses are:

Aniline colors.	Gas fixtures.
Bicycles.	Hats (straw and felt).
Blacking.	Moldings (picture).
Boots and shoes.	Organs.
Brass beds.	Perfumery.
Brass fixtures.	Pharmaceuticals.
Burial caskets.	Photographic materials.
Cabinet work.	Pianos.
Carriages.	Picture frames.
Cars (railroad).	Quick drying paint.
Cartridges.	Rattan goods.
Celluloid and zylonite.	Silver plating.
Chemicals.	Smokeless powder.
Colors.	Shellac varnish.
Dental goods.	Sulphuric ether.
Dyes.	Toys.
Embalming fluid.	Transparent soap.
Electrical apparatus.	Varnishes (spirit).
Flavoring extracts.	Vegetable alkaloids.
Fulminating powder.	Wagons.
Furniture.	Whips.

Alcohol is also used in automobiles, yachts, launches, and for small power plants; in rural and farm engines, and motors for all purposes; for heating and lighting; for preserving and a large number of domestic uses; for massage, medicinal, and many other purposes.

Alcohol, if free from tax, could be used with advantage as a preservative of food products in their fresh state, such as fruits, nuts, meat, etc., in a manner similar to the effect of cold storage.

Further, this agent could be made use of with great economy for the purpose of evaporating moisture in general industrial pursuits where the vacuum pan is used, such as in the manufac-

ture and refining of sugar, the condensing of milk and other similar liquids, and in the manufacture of chemical salts and many other substances in the heavy chemical lines.

The cost of superheating steam as against the cost of heat vapors of ethyl alcohol stands practically in the relation of about 1 to 5; so that it would cost about \$1 for the manufacture of refined sugar and other similar products, where now it costs \$5, and thus in the other industries where evaporation of the moisture contained in the material is of material cost to the finished product. This will apply to pharmaceutical products; to the manufacture of glue, and to many other large industries of the country.

Attention must also be called to the fact that the dry destructive distillation of ethyl alcohol gives the following products: Hydrogen gas, olefant gas, ethylene, acetylene, benzole, naphthaline, adelhyde, acetic acid, phenol, and many other products.

INJURIOUS EFFECTS OF THE HIGH TAX ON ALCOHOL.

The injurious effects of the present high tax rate upon American industry will be seen by considering, for example, two articles that the public would probably consider of comparatively small importance, fulminate of mercury and picture frames.

The manufacture of fulminating powder, or fulminate of mercury, the explosive agent in percussion caps and cartridges of all kinds, has been totally destroyed in the United States by the present tax, and to-day Canada makes practically all the fulminating powder used in this country. Most of the alcohol used in its manufacture, however, is made on this side of the line. At the present time alcohol is withdrawn in bond from United States distillery warehouses and shipped free of tax to Canada, where it is manufactured into fulminate of mercury and re-exported to the United States, paying a duty of 30 per cent. ad valorem, which is considerably less than the internal revenue tax on the

alcohol necessary to manufacture in the United States. With alcohol made as cheap to the American manufacturer as it is to the Canadian every pound used in this country would be made on this side of the line.

At the present time, and for some years past, foreign manufacturers have largely controlled the American market on some sizes of cartridges requiring a large amount of fulminate, and especially on blanks which are so universally used in the celebration of American Independence Day, simply because American manufacturers have been unable to produce these goods to compete with those of foreign make. It is estimated that there are 40,000,000 detonators used in this country annually.

With the internal revenue tax on the alcohol used in the manufacture of fulminate removed, American manufacturers would be able not only to hold their own market, but to compete successfully in all of the markets of the world. The consumption of American alcohol as well as of American ammunition would be thereby very largely increased.

THE UNITED STATES SHOULD PROFIT BY GERMANY'S EXAMPLE.

Senator O. H. Platt, Chairman of the Joint Select Committee of Congress on alcohol in the manufactures and arts, in summing up his report on the exhaustive work of the Committee, said:

"In conclusion I have no hesitation in saying that whenever, either under present or future laws, the revenue of the Government will permit, a law should be passed which, within proper limits and with necessary restrictions, will allow the use untaxed of all alcohol not to be used as a beverage."

Since the objection that the condition of the public revenue will not permit the abolition of the tax on alcohol used in the arts has been shown to be unfounded, in view of the increased revenues which at a lower tax rate would undoubtedly be derived from the taxed alcohol used in various manufacturing industries which

can not make use of denaturized spirits, there is now no reason why Congress should not enact legislation providing for a more reasonable tax, and for untaxed denaturized alcohol for manufacturing purposes. The immediate effects of the enactment of such legislation would be:

1st. Many important industries would be enabled to secure a necessary raw material at a price which would greatly cheapen the cost of their products, and thus largely increase their sale.

2d. The improvement of the quality of many kinds of goods, through the replacement of inferior substitutes by grain alcohol.

3d. The development of many new industries in lines from which American manufacturers are now entirely shut out by the high price of pure grain alcohol.

4th. The extension of our export trade, through the lowering of the cost of production, thus placing our manufacturers on equal terms with their commercial rivals in foreign countries for the trade of the world.

5th. The opportunity for the general use of alcohol as fuel and as a motive power for motor vehicles and machinery.

6th. A greatly increased consumption of alcohol for various purposes, and a corresponding benefit to the farmers of the country from the increased market for their corn and other products from which alcohol can be distilled.

PRESIDENT HOVER: This very admirable and complete report will be referred, unless there are objections, to the Board of Control.

We will now listen to the report of the Committee on Relations with Local Associations, City and Interstate. George W. Lattimer, Chairman, Columbus, Ohio.

Mr. Lattimer presented the report:

REPORT OF COMMITTEE ON RELATIONS WITH
LOCAL ASSOCIATIONS—CITY AND
INTERSTATE

Almost one year ago this Association met at Monterey, one of the most beautiful spots of the Pacific Coast and of the world. To-day, after spanning a continent unequaled in extent, in resources, in beauty, in prosperity, it meets on the Atlantic Coast, in Boston, replete with its many years of history and experience, and renowned throughout the world for its intellectual culture and refinement.

No member could have an experience of greater advantage either to himself or this Association than attendance upon these two meetings. The intimate daily intercourse for three weeks of one hundred men of such ability, of such influence as compose this Association, traveling together through such a vast extent of country, with its varied scenes of quiet home life, of wild grandeur, of barren wastes, of luxuriant gardens, was a personal education and influence for good for this organization unequaled in its history.

Last year this Committee recommended very earnestly the organization of the entire country into local associations with active secretaries, with salaries sufficient to secure their entire time. The United States was divided into some seventeen sections, each of which should support a local organization. A constitution and by-laws were given, as well as the names in each section for correspondence, for the formation of such organization. It was urged that these local paid secretaries should form the Committee on Relations with Local Associations, with the Secretary of the National Association as their Chairman. Owing to legal complications, this last suggestion was not recommended by the Board of Control. Our worthy President, however, found a solution of the question by appointing the Secretaries of the local Associa-

tions of the United States members of this Committee of the N. W. D. A., with the usual Chairman, thus avoiding any appearance of affiliation between the local Associations and the N. W. D. A.

While your Committee is unable at this time to present to you any seemingly positive results, yet much has been accomplished in starting the work of this Committee. If active correspondence can be continued, and the local Secretaries aroused to their opportunities, and the many questions of value to the members of this Association considered; if they can bring into a general meeting the varied, the provincial and often harmful methods of the different sections of this country, and evolve and establish uniform and beneficial customs among all the jobbing druggists of the United States, the greatest work of this Committee will be accomplished. There should not be failure. Persistent, active work, with constant hammering on certain methods, should show great results.

The greatest good that any teacher or leader in any community can do is to establish good customs and make right action customary action. A large industry, over a great extent of country and between many men, can only be conducted by establishing certain customs, which all in the same line of business understand and adopt. When a young man is advised to start at the bottom and learn a business, to learn the customs of that business only is meant.

What are the conditions and some of the tendencies in the wholesale drug business that need correction, or what beneficial and right customs can be suggested that are now neglected?

The relation between the manufacturer, jobber and retailer is always a most vital topic for consideration. The question that has been raised—"Shall the jobber or middle man go?"—is one that need not in the least disturb the jobber. He is here to stay as a necessity as a distributor. He might be eliminated in some lines of business, but not in such lines as drugs, dry goods, hard-

ware and groceries. It is impossible for the retailer to carry in stock the innumerable items of the drug business in sufficient quantities for economical shipments from every part of the world, which forms the base of supplies of the jobber. The smallest original package obtainable to-day is often an overstock for many of the jobbing druggists themselves. There must be some one with sufficient capital, with wide information gained through years of study, experience and travel, to gather together the many items of this business in the most economical way, to supply most quickly every local demand. The average retailer of to-day will make a great mistake if he endeavors to ignore the jobber, to refuse him a fair profit, to buy from any manufacturer who will sell him, to club together for larger purchases than his trade demands, in order to secure a small additional profit, which is more than lost in carrying an overstock, or later in unloading below cost when he finds his mistake.

There is a great work for both this Committee and the N. A. R. D. as well to educate their constituents to proper and beneficial relations between the jobber and the retailer. These relations can be improved only through organization. The retailer should understand that there is more benefit to himself when working in harmony with his own competitors and in securing the co-operation of the manufacturer and jobber in making his contracts than in cut-rate methods.

Unfortunately, too many of the trade do not understand this. They wish contracts binding every one but themselves. Often the members of the N. A. R. D. organization demand that the cutter shall not be supplied by the legitimate wholesaler; but buying is not confined to those from whom they ask protection.

The secretary of the N. A. R. D., in a report recently given to the American Pharmaceutical Association, claims that the greatest menace to the retail druggist to-day is the very large number of retail drug stores now in existence, and unfairly blames the

condition on the wholesaler. A moment's thought will show that a large number of small retailers is not to the interest of the wholesaler. One bottle delivered, billed and charged on the books of twelve different druggists requires much greater expense and effort than a dozen delivered, billed and charged to one druggist.

This Committee urges the custom of absolutely no sales to the consumer by the jobber, and the sale of wholesale quantities to the trade, with an additional charge for smaller quantities; also, the custom of the sale of new stocks only to those who have the cash capital to pay for them, and afterward the enforcement of the regular terms of payment. Such would be the best solution of the problem of surplus drug stores. Such action would be to the advantage of all concerned. For the jobber it would mean fewer losses and less expense; hence, better profits. For the trade it would greatly assist those who retain their stores, and the man with the small store, burdened with debt, eking out a bare subsistence, making nothing for himself and allowing nothing for his competitors, could do much better clerking. There is at present a great dearth of experienced drug clerks; hence, better salaries are now being paid for registered men, and still larger could be paid if there were fewer stores.

The relation of the jobber to the manufacturer is also a much vexed question. Present conditions are very annoying in many cases to both, and both are to blame. It is the encroachment of each on the rights of the other that occasions all the trouble.

This Committee urges that the manufacturer produce his goods and create the demand by such means as he deems best, but the statement will go unchallenged that responsible, honest, fair jobbers, established in every section of the United States, experienced and acquainted with their own localities, are the cheapest and best means of distributing the products of the manufacturer. Depend only on the jobber to carry sufficient stock to supply the

demand created, which he will do, if allowed a fair profit and protected in his part of the work.

On the other hand, this Committee urges fairness on the part of the jobber, who often is much to blame for the existing strained relations. Some of the wholesalers of to-day are working along the same lines as their forefathers. They desire to be manufacturer, wholesaler and retailer combined. The manufacturer can hardly be expected to protect the jobber and refuse to sell the trade direct, when the wholesaler, instead of co-operating, becomes a competitor.

Is it too huge a task to expect this Committee to establish a custom—

First. That the manufacturer will distribute his products only through the jobber, and, if he occasionally sells the retailer, do so only at an established retailer's price?

Second. That the jobber will cease manufacturing and be a jobber only; to distribute to the retailer the manufacturer's or importer's products; to be a merchant strictly and to handle only original packages which the manufacturer will gladly put up in all sizes at a minimum cost?

If it is possible, both will be benefited by such a custom. The manufacturer can afford a liberal discount to the jobber for such work, rather than go to the immense expense of distributing direct to the trade, and the jobber will make a better profit.

For a number of years there has been an effort in certain localities to establish the custom of accepting new proprietary goods only when at a discount of not less than 10 and 5 per cent., until in many sections this discount has become quite customary.

The growing tendency of proprietors to sell grocers is harmful. The grocery business is purely commercial, and hence done on a different basis and at a much smaller percentage of profit. There is an element of the professional in the drug business that is in addition to the commercial side. The doctor or lawyer charges

only for his knowledge, not for merchandise. The average druggist could not exist if it were not for this element. The grocer is well paid with the 10 per cent. profit on the sales of \$100 per day, which he can make, as he supplies all the wants of the family living. The druggist is required to be professionally educated; hence the profit on the daily sales of \$15 to \$20 has added to it a professional charge, which together make the druggist a fair profit, although often not as much as the grocer next door to him.

The proprietor wishes his medicine placed on the druggist basis, for if he can secure professional advice for his medicine, he has gained the main thing he is seeking. The proprietor can not obtain the druggist price and sell the grocer, as the grocer will sell the goods as he does sugar, and will not maintain the price that will secure the aid of the druggist. The proprietor insists that every demand must be supplied, and claims that some isolated sections depend wholly on general stores. Such comparatively small demand can easily be supplied through regular channels, as is done very satisfactorily in several localities in the Central West. Require the regular drug jobber to sell the wholesale grocer only on printed blanks signed by the grocer, having spaces for the name and place of the retailer to be shipped, and the quantity and name of the article, allowing on such orders the 5 per cent. discount which equals the usual wholesale grocer's margin and prevents a further discount to the trade, which, from experience, will be given if a larger profit is allowed.

The relation of the so-called physicians' supply houses to the manufacturer, jobber and retailer is a peculiar one.

The manufacturer considers them jobbers, the retailer considers them competitors. They buy at jobber's discount and sell the physician and consumer. The manufacturers claim they are obliged to sell them in order to secure the physicians' trade. In fact, some manufacturers consider the physicians' trade so important that they sell them direct at best discounts. Surely such methods

are not based on the best and most economical systems of distribution. Exactly the same result is reached through the regular channels, if the manufacturer can rely on the honesty of both jobber and retailer. The physicians' trade belongs strictly to the retailer, and he should be protected in it by proper discounts, at least. In some sections the physicians' supply houses are the greatest menace to the retailer.

In addition to these customs governing the relations between the jobbing druggists and the other branches of the trade, there are many between the competing jobbing druggists themselves, which, while seemingly smaller, are just as vital to their success.

While so-called confidential rules belong primarily to the local associations themselves, yet your Committee recommends concerted action among all the local associations, thereby securing general beneficial customs throughout the whole country. Those adopted by several of the local associations have proved very beneficial. They can be increased indefinitely according to the conditions existing in the different localities. Some of these rules have occasionally caused friction at first, but when based on justice and fairness and after due explanation, they have finally been accepted as customs not to be questioned.

The final question which your Committee wishes to consider is the one of combination.

All that has been considered so far in this report, and every unsatisfactory condition in the drug trade, leads up finally to an ideal—that all jobbers should have one interest, one aim, each working for the best interest of all, with the sole effort to furnish the purest and best goods from every section of the world, at the least price commensurate with the greatest economies in transportation and handling, and a fair, just return on the capital invested and the work and brains used.

A combination based on such a foundation would be sound and right, and every true man should have faith in any proposition

that is based on eternal principles. So long, however, as so many are actuated by selfish ambition and greed, attention must be confined to the existing conditions, with the persistent effort of the few to change these conditions and educate the majority to the belief in the ideal.

Remember that faith in one's self is first necessary to faith in one's neighbor.

When every jobbing druggist in this broad land considers the welfare of his brother druggist as his own, and understands that every man in an organized community must have regard for his fellow, then will the combination of the jobbing druggists be feasible.

They will then be in position to consider the merging of the unnecessary and most unfavorably located houses with only such houses as are necessary to the most economical distribution of the goods of this line.

Our ideals should not be abandoned. There should be a constant effort to reach the goal. There may be finally and not far away a few master minds, a few leaders evolved or found, who will lead us to this land of promise.

There is no surer method of leading up to this ideal than by a system of education through local associations, constantly bringing out to the clear light all of these small, selfish, unfair and unbusiness-like methods that often creep in unawares.

The oftener competitors come together, the more they see of each other and the better they become acquainted, the quicker will unbusinesslike methods and harmful customs disappear. To-day the man who can not see the commercial benefit of these associations, is a man trying to do business on the old selfish lines, and is not abreast of the times.

The actions of these associations gradually make custom. If they can stop the harmful tendencies before they become customs,

and urge beneficial methods until they become customary, they have done a great work.

Mankind is not slow to see and acknowledge the right, if wrongful actions are clearly shown to be such. During the past year there have been many changes in the attitude of the public toward combinations. As it becomes more experienced and better educated, it is not so easily misled. Many of the combinations in the past were launched by inexperienced men who were often mistaken themselves and were influenced by their own specious arguments. Trust economies have not always materialized, largely owing to the increased demands of the leaders, lack of individual interest and the decrease of energy in management, with removal of local and personal responsibility. Energy, care, watchfulness, economy and wise management are equally necessary with large capital. The fundamental principles of business and life must govern for permanency; false principles may sometimes succeed for a time, but permanent success can not be assured.

One can not travel over this great continent from Monterey to Boston without being impressed—nay, overwhelmed and awed—with the immense possibilities of concerted action of such men as compose this Association. Show such men what action will be fundamentally right, and co-operation will be quickly secured.

It is not yet settled—in fact, it is questionable—whether the financial combinations formed on the basis of those of the past few years are fundamentally correct. But it is settled without fear of contradiction that the competition of former days is wrong—is commercial murder; that the man who to-day tries to do business on the purely selfish basis of his own direct benefit, without regard to the benefit of others, can not build a permanent business. In fact, conditions seem fast approaching when the proprietors of our wholesale houses will be forced, even often against their wishes to co-operate, if not combine, in protection

against the combination of allied lines and the unions of employes of every kind, the most important business problem of the day.

We implore you, study carefully the fast changing commercial problems and keep abreast of the times.

Finally, permit a summary of the main points and recommendations of this report.

Customs of some kind, however few, are necessary to the conduct of business.

The organization of those in the same line of business in sections with the same influences and surroundings, best controls and governs such customs.

A knowledge of such local customs among all the jobbing druggists of the United States will gradually bring uniform and beneficial methods of business throughout the whole country.

Some of the recommendations are as follows:

A constant effort to secure an efficient, active organization in every section of the United States.

Distinct lines of action between the manufacturer, the jobber and retailer without encroachments on the rights of each other.

The adoption of agreed, satisfactory and legal contracts which will, without question, control relations between these three elements.

The adoption of so-called confidential rules between the jobbers themselves, members of the local associations, that will regulate many of the harmful customs at present in force.

A continued effort to bring the members of these local associations into such close relations by frequent conferences and meetings, that finally they can agree to merge all houses, or eliminate all methods that are in any way antagonistic to the most economical conduct of the jobbing drug business in the different sections of the United States.

Respectfully submitted,

GEORGE W. LATTIMER, *Chairman.*

PRESIDENT HOVER: This interesting report will follow the usual course and be referred to the Board of Control.

We will now hear the report of the Committee on Transportation, Charles F. Weller, Chairman, Omaha.

Mr. Weller presented the report:

REPORT OF COMMITTEE ON TRANSPORTATION

Mr. President and Gentlemen:

During the past ten years able and exhaustive reports have been presented to this Association by your different Committees on Transportation. Correspondence has been had with different railroad companies by these various Committees and efforts have been made to better existing conditions. Resolutions have been adopted at our various meetings in favor of a uniform freight classification and of interchangeable mileage tickets for the use of commercial travelers.

Resolutions have also been passed that this Association become a member of the National Transportation Association. In fact a great deal has been done on paper, but we can not see that the condition of the wholesale druggist has been improved to any considerable extent.

We have listened to these reports that have been presented year after year. They have been splendid reports, and the suggestions made eminently proper, yet nothing has been accomplished along transportation lines. We realize the importance of this question. The amount paid out for freight by the members of the N. W. D. A. entitles them to some consideration, but I have yet to find where any suggestions or requests made by the Transportation Committee of the N. W. D. A. have received anything more than a mere passing notice.

There was a time when the interests of the jobber were con-

sidered by the transportation companies. They were anxious to get business, were careful and prompt in handling shipments, but under present conditions the shipper has no rights that transportation companies are bound to respect. The Classification Committees are composed of men who have very little idea of the value of the goods in the drug line they are listing. Tariffs are regulated to suit the transportation companies, and not the shipper. Trains are run on slow schedule, goods are held at transfer points, and it now takes from 48 to 52 hours longer to get goods from New York and Boston to the Missouri river than it did three years ago. Prompt shipments and quick deliveries are a thing of the past.

Your Committee has considered existing conditions carefully and have come to the conclusion that the appointment of a Committee from the N. W. D. A. year after year to simply make a report, offer a few resolutions and have them passed by this body is a mere matter of form and not productive of good results. We, therefore, suggest that a permanent committee on transportation be appointed at this meeting. This committee to be composed of members of the Proprietary Committee. The Chairman of the Proprietary Committee to also be Chairman of the Committee on Transportation, and that the Secretary of the Proprietary Committee, in connection with the Vice-Chairman, be authorized to look after the matter of transportation. This Committee should be kept thoroughly posted as to freight rates prevailing from the seaboard to different points throughout the country. Should also be kept advised through local associations of the transportation conditions in their particular sections. The Vice-Chairman or the Secretary should pay particular attention to classification, attend all rate meetings that are held, and use their best endeavors to get goods in the drug line properly classified.

The interests of all sections must be considered. There are various opinions among our members regarding the difference in

rate between carload shipments and smaller quantities. To the jobber west of the Mississippi this question is unimportant, only in this, that his interests are best served by having the difference between carload rates and less than carload rates as great as possible.

The Eastern jobbers are of course anxious to get into trans-Mississippi and Missouri territory on an equal basis with the Western jobbers. This they are unable to do as long as goods are laid down at Missouri river points in carload lots at prices that will practically prevent any and all competition in small shipments from points further East.

As a national association we cover a vast territory. Our interests so far as transportation is concerned are not always identical. It is, therefore, a difficult question for the National Association to consider. All we can hope to do is to place the respective jobbing points on a fair competitive basis, and see to it that no member of our Association is discriminated against by transportation companies.

The matter of prompt deliveries should be taken up with the different railroad companies and insisted upon. This has been done by individual members of our Association during the past year, but we have received but little satisfaction. Railroad officials simply say they are sorry, but are doing the best they can, offering as an excuse the large volume of business, lack of sufficient motive power, cars, etc., to carry on the business of the country. This excuse is not a good one. It is absurd on the face of it. If the transportation companies had plenty of engines and cars to move the business of 1901 in a satisfactory manner, why is it that they can not move the business of 1903 in an equally satisfactory way? The facts are that railroad companies are running their business to make all they can out of it regardless of the interests of the shipper. The enormous earnings reported by the different railroad companies bear us out in this assertion. We are not the

only sufferers. Other lines of business are complaining and local associations of different wholesale dealers are paying more attention to the matter of transportation than ever before. We feel satisfied that combined effort on the part of different national associations would bring an influence to bear upon the different railroad companies that they would feel called upon to respect. Several meetings of the Western Classification Committee have been held during the year. Some changes were asked for, but none of importance were granted. It is absolutely necessary, therefore, that the Chairman of the Transportation Committee or some one representing him should attend every classification meeting and see to it that our interests are properly represented and necessary changes in classification insisted upon. The matter of uniform classification should receive careful attention. We believe in it thoroughly and hope it can be made an accomplished fact. The railroad companies are working with and for each other. The shipper is between the upper and nether millstone. They have but little regard for him. In many instances they are going contrary to the Interstate Commerce Law, but the enormous influence that is exerted to-day by the railroad combines of the country is such that nothing is done, and the Interstate Commerce Commission have accomplished very little in the interests of shippers throughout the country.

It must be apparent to all that the transportation companies of the country have a thorough understanding. Rates have been advanced all along the line. Commodity rates have to a certain extent been done away with and class rates applied. The interests of the jobber were certainly not considered when the minimum car was changed to 30,000 pounds instead of 24,000. In many instances 30,000 pounds are required when it is impossible to put that number of pounds in a car unless it should be a large furniture car.

The express companies of the country, following the example

of their railroad friends, have concluded that the shipper has not been bled enough and that there is a chance for them to make a little out of it, and consequently they have advanced their rates to practically all points in the United States. The increase amounts to about 10 per cent. on all shipments. This advance works considerable hardship on jobbing druggists who are compelled to send a great many articles by express. In the aggregate it amounts to a big sum. We doubt, however, whether the express companies will gain much by this advance in rates for the reason that jobbers will send packages by express only when it is absolutely necessary, sending by freight or mail whenever it is possible for them to do so. It would seem that the express companies had a thorough understanding as to this advance and are all working together in perfect harmony.

Respectfully submitted,

C. F. WELLER, *Chairman.*

PRESIDENT HOVER: The report will take the usual course and go to the Board of Control.

We will now hear the report of the Auditing Committee.

Secretary Toms read the report of the Auditing Committee as follows:

REPORT OF AUDITING COMMITTEE ON TREASURER'S REPORT.

Boston, September 8, 1903.

To the National Wholesale Druggists' Association:

GENTLEMEN—We have examined the vouchers of the Treasurer, Mr. S. E. Strong, and we find them to agree with his report.

Respectfully submitted,

J. A. GALLAGHER,
E. D. TAYLOR,
CHAS. COOK,
Auditing Committee.

On motion, the report was received and filed.

On motion, the meeting adjourned until Wednesday morning.

THIRD SESSION

WEDNESDAY MORNING, SEPTEMBER 9.

President Hover called the meeting to order at 10:40 o'clock, and said: The time has now arrived for the opening of the third session. The first thing in the order of business is the reading of the minutes of the last meeting by the Secretary.

Secretary Toms read the minutes of the second session, which were approved.

PRESIDENT HOVER: The next order of business will be the resumption of the reading of the reports of the various committees. I wish to state at this time, however, that there will be a special order of business at 11 o'clock for the purpose of listening to the report of the Committee on Proprietary Goods, of which John N. Carey, of Indianapolis, is Chairman.

In the meantime we will listen to the report of the Committee on Memorials of Deceased Members, C. F. G. Meyer, Chairman, St. Louis, Mo.

Secretary Toms read the report:

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS

Mr. President and Gentlemen—It is the duty of this Committee to record the work of the ever diligent angel of death, whose visits must come sooner or later to all of us. It is fitting that we should each year stop for a moment amid the rush of important business and the gaiety of our annual round of pleasure and pay just tribute to the absent ones, who can never again meet with us. Let us express our sorrow and extend to the bereaved relatives our heartfelt sympathy. We should by this report place upon our permanent records just tribute to the worth and memory of the departed members.

Among those who have crossed the silent river since our last meeting are several of our older and best known associates. We are thankful for the long and useful lives which they devoted to the welfare of our calling.

SOLON PALMER

Manufacturing Perfumer, New York City.

Born February 3, 1823. Died January 19, 1903.

Solon Palmer, the well-known perfumer, died in New York, January 19, at the age of 80. Mr. Palmer was born at Alstead, N. H., on February 3, 1823. He received a common school edu-



cation and began to teach school at the age of sixteen. He moved to Ohio and took charge of a small country school for a year or so, then began to study medicine at the age of twenty-one. In 1847 he entered upon the manufacture of perfumes in Cincinnati, and in 1870 he moved to New York City and entered upon the manufacture of perfumes in a large way at 12

Platt street. Shortly afterward he moved to 374-376 Pearl street, where he continued in business up to the date of his death, devoting his entire time to the manufacture of perfumes and toilet soaps for the retail drug trade. Mr. Palmer was always loyal to the retail drug trade, and as a consequence his goods were not found on the shelves of the department stores. He was a man of fine literary and artistic tastes, and through much reading had come to be well informed on a wide variety of topics. He was prominent in the affairs of the Universalist church, to which he belonged, and took an active interest in charitable work through the various charitable organizations of which he was a member. Personally he was of a modest and retiring disposition and was not widely known among the trade, as he did not attend the various trade meetings. Mr. Palmer was, we believe, the first American to engage in the manufacture of perfumes on a commercial scale, and certainly at the time of his death was the oldest perfumer in the United States actively engaged in business. He

was a man of untiring energy and close application, and devoted his personal attention to his business unremittingly until a short time prior to his death, when he was attacked by his fatal illness. He leaves a widow and two children, Edward Palmer and Mrs. George Coon.

MAHLON K. SMITH

President Smith, Kline & French Co., Philadelphia, Pa.
Died March 4, 1903, aged 72 years.

Mahlon K. Smith, President of the wholesale drug firm of Smith, Kline & French Co., died on Wednesday, March 4, at his home, No. 3801 Chestnut street, Philadelphia, from kidney dis-



ease, from which he had been a sufferer for years. Mr. Smith was the oldest druggist in Philadelphia, and his career in business, which began more than fifty years ago, was remarkable in many respects. He was born in Salfordville, Pa., in 1830, and learned the business in the store of his uncle, George K. Smith, later becoming interested in that firm, which the breaking out of the Civil War crippled. Mr. Smith then formed a partnership in 1863 with George Y. Shoemaker, as Smith & Shoemaker, and started a wholesale drug business. In 1868 the firm was changed to Mahlon K. Smith & Co., and a few years later, George Y. Shoemaker retiring, it was again changed to Smith, Kline & Co. In 1888 the concern was incorporated under the name of Smith, Kline & Co., and Mr. Smith was elected President. In 1891 Harry B. French, of the closing firm of French, Richards & Co., became associated with this corporation as Vice-President, the name being then changed to the present one. Mr. Smith had not for many years been active in

business, though he was at his office for a few hours every day. He had one child, a daughter, whose husband, J. Clifton Buck, is in charge of the French, Cave & Co. department of the Smith, Kline & French Co.'s business. Mr. Smith was a man of sound judgment, and endeared himself to his associates. He was a member of Franklin Masonic Lodge, No. 134, and of the Union League.

HORACE M. SHARP

General Manager of Dr. D. Jayne & Son, Philadelphia, Pa.

Died December 1, 1902, aged 69 years.

Horace M. Sharp died at his home in Camden, N. J., December 1, after a short illness, aged 69 years. Mr. Sharp remained at his post of duty as manager of the proprietary house of Dr. D. Jayne



& Son, Philadelphia, until a few days before his death, believing that his illness was only temporary. Mr. Sharp was born in Philadelphia and educated in the public schools of that city. He entered the employ of Dr. David Jayne over forty years ago as bookkeeper, and worked his way up to the position of general manager of the business. When Dr. Jayne died the ac-

tive management of the large business devolved upon Mr. Sharp, and after the death of Mr. Eben C. Jayne Mr. Sharp assumed sole charge of affairs. Mr. Sharp leaves a widow and seven children. For many years Mr. Sharp had served on the Executive Committee of the Proprietary Association of America, and was one of the best known members of that organization. He had also been for a long time, and was at the time of his death, a valued member of the Committee on Proprietary Goods of the N. W. D. A.

ANDREW B. ROGERS

Of Rogers & Pyatt, New York City.

Born 1851. Died March 5, 1903.

Mr. Rogers was selected for many honors, among others those of Vice-President of the New York Board of Trade and Transportation, Vice-Chairman and Chairman, successively, of the Drug



Trade Section of that body, and at one time Chairman of the Legislative Committee of the board. He was a director of the Drug Trade Club, and served as delegate to many State and National conventions of the Republican party. When President Harrison was elected Mr. Rogers was a member of the Electoral College. Besides the organizations referred to above,

he was a member of the Invincible and Union League Clubs of Brooklyn and the Fulton Club of New York. He was a Mason, and identified with the Royal Arcanum. In 1851 Mr. Rogers was born in New York. He lived in Manhattan until about thirteen years ago, when he moved to Brooklyn. He is survived by a widow and one daughter. About thirty-seven years ago, when a boy, Mr. Rogers went to work for Charles Downer and served on when the firm of Downer & St. John was formed. Subsequently he went in for himself in the firm of Buswell & Rogers, brokers, at 23 Liberty street. Afterward Runyon Pyatt entered the firm, which became Rogers & Pyatt, Mr. Buswell retiring. Some time later the firm became Williams, Rogers & Pyatt, makers of shellac and varnish. About ten years ago Mr. Williams retired and the firm again became Rogers & Pyatt, continuing until February 1, 1902, when H. S. Chatfield was admitted and the company was incorporated under the old name. At this time Mr. Rogers retired on account of ill health and traveled in the South

and on the Pacific coast for several months. After his return to New York, although he did not actively engage in business, he nevertheless visited the office nearly every day and assisted Mr. Pyatt and Mr. Chatfield with his ripe experience in the management of the firm's affairs.

ABRAM S. TOWNSEND

Formerly General Superintendent National Lead Co. (Atlantic Branch), New York City.

Died March 7, 1903, aged 68 years.

Abram S. Townsend, a prominent resident of Belmar, N. J., died suddenly from heart disease March 7, while visiting his nephew, Samuel S. Swart, of Mount Vernon. Mr. Townsend



was superintendent of the Atlantic White Lead Company, of Brooklyn, for thirty-five years, and after the Atlantic Company was absorbed by the National Lead Company he became general superintendent of the Atlantic branch. In Brooklyn he was prominent in the work of the Methodist church, having served as a trustee in Grace Church, in Seventh avenue, for many years. He afterward lived in East Orange, N. J., where he was treasurer and trustee of Calvary Methodist Church. Mr. Townsend retired from business a few years ago, but at the time of his death he held the office of Vice-President of the Robertson Art Tile Company. He leaves a widow, two sons and two daughters, Everett Townsend, of Trenton, N. J.; George R. Townsend, of Richmond, Va.; Mrs. George B. Yard and Mrs. Robert K. Bowman, of Trenton, N. J.

SAMUEL M. BAUER

President Peter-Bauer Drug Co., Louisville, Ky.

Died February 9, 1903, aged 35 years.

Samuel M. Bauer, President of the Peter-Bauer Drug Company, of Louisville, Ky., died at his home in that city February 9,



1903, from typhoid fever, after an illness of four weeks. He was 35 years old.

Mr. Bauer started in business for himself about twelve years ago, and continued until the formation of the Peter-Bauer Drug Co., in 1898. He was subsequently elected President and remained the active head of the business until he was taken ill.

He left a widow, a son, Jerome, and two daughters, Evangeline and Ruth. He was widely known and bore an enviable reputation as a business man.

JOHN CARNRICK

Of Reed & Carnrick, Jersey City, N. J.

Born 1837. Died January 7, 1903.

John Carnrick, of Reed & Carnrick, manufacturing chemists, died on January 7, at his residence in New York, aged 65 years. The cause of his death was paralysis. Mr. Carnrick was born in



1837, and at the age of 24 he took up the study of pharmacy in Jersey City, and was among the first to place on the market proprietary medicines. Among these the first that came from his skilled hands was lacto-peptine, followed by maltine, and later liquid peptonoids and others, and as these were in line with the present medical inquiry, he still

more closely devoted himself to this special pharmaceutical work.

About five years ago, feeling the strain of manufacturing with its untiring demands, he sought other lines and left the business with which he was so long associated and had become so well known to the profession. He left a widow and four children, Edgar and John Carnrick, Mrs. Henry Feuchtwanger and Mrs. Emile Baumgarten.

ORRIN J. SNOW

Of C. W. Snow & Co., Syracuse, N. Y.

Born 1850. Died March 6, 1903.

Orrin J. Snow, junior member of the firm of C. W. Snow & Co., the well-known Syracuse wholesale and retail druggists, died at his home, 603 East Fayette street, that city, on March 6, 1903.



Mr. Snow was only ill for a few days previous to his death. Mr. Snow first clerked in 1870, in the drug house of his brother, C. W. Snow. Three years later he became a member of the firm. Mr. Snow always took an active part in the business and social life of Syracuse, and was for two years director in the Business Men's Association. He was President of the Cen-

tury Cycling Club, member of the New York State Ph. A., of the Syracuse Retail Druggists' Association and the recently organized Commercial Travelers' Association. He was born in Syracuse in 1850. In 1877 he married Miss Lillian B. Swartout. They had two sons, Roscoe K. Snow and Leslie Dunlap Snow, who, with his brother and two sisters, survive him. C. W. Snow was on a trip to Porto Rico and had no intimation that his brother was ill until he heard of his death. Syracuse druggists attended the funeral in a body and sent a handsome floral emblem.

E. STEINBACHER

Of E. Steinbacher & Co., Akron, Ohio.
Born March 30, 1825. Died April 27, 1903.

Mr. E. Steinbacher was born in Bayaria, March 30, 1825, and came to this country while a boy. After spending two years in Akron, Ohio, he returned to Germany, where he resided for two years. He again visited America in 1849 and was one of those to be seized with the California gold fever. He made a trip overland to California in 1849, but two years later returned to Akron, bringing with him \$15,000 in gold dust. With this start he embarked in the drug business at Akron, which business he continued until the time of his death, which occurred April 27, 1903, from Bright's disease.



BOSWELL WARD

President of Ward Brothers' Drug Co., Indianapolis, Ind.
Died July 9, 1903, aged 73 years.

The roll of pioneer citizens of Indianapolis was lessened when Dr. Boswell Ward, of Ward Brothers, wholesale druggists, died at Winona Lake after a prolonged illness. A complication of diseases caused Dr. Ward's death. He was born in Fayette county, near Connersville. His boyhood was spent in Fayette county, and when a young man he went to the Rush Medical College at Chicago, from which he graduated in the early part of 1860. Dr. Ward settled in Laurel, Ind., at the close of his college course to practice medicine, where he remained for some years. He married Miss



Josephine Haile in Cincinnati, and came to Indianapolis in 1867, and opened a little drug store at the southeast corner of St. Clair and New Jersey streets. A few years later a brother, Marion Ward, came to Indianapolis from Chicago, and the firm of Ward Brothers was established. The place of business was moved to 40 East Washington street in 1880, and seven years later C. S. Dearborn was taken into the firm. In 1890 the location at 120 South Meridian street was secured, where the firm has been ever since. In 1897 the company was incorporated under the name of Ward Brothers' Drug Company. Dr. Ward was President of the company and lived at 721 North New Jersey street. He leaves a widow and two daughters. Dr. Ward was a Mason and a member of the Second Presbyterian Church. In the early part of 1870 he took some part in politics, serving in the Council.

NORMAN V. RANDOLPH

President of the Randolph Paper Box Co., Richmond, Va.
Born November 2, 1846. Died March 13, 1903.

Major Norman V. Randolph was born in Richmond, Va., and spent his entire life in that city. In the struggle for Southern independence he was one of Mosby's men, and he came out of the



army with little of this world's goods, but he had immense energy, good business sense and great willingness to work. Major Randolph founded the Randolph Paper Box Company in 1877. He directed its affairs with signal ability and on a high plane of business honor and integrity, which gave to it the success it has attained. He was President of the Virginia

State Insurance Company, and for thirteen years President of the Lee Camp Soldiers' Home, to the latter devoting his time

and money without remuneration. Taking a most active part in politics at the time when his State and city most needed him, he always refused office of any kind. Dying as he did in the height of his usefulness, his works and deeds will follow him. The business world is better for his having lived, and he has left to his children the heritage of "a good name, which is more to be desired than great riches."

WILLIAM T. GRAY

Vice-President of the Stein-Gray Drug Co., Cincinnati, Ohio.
Died November 27, 1902, aged 59 years.

William T. Gray, Vice-President of the Stein-Gray Drug Co., wholesale druggists of Cincinnati, Ohio, died very suddenly November 27, after an illness of only four days. Death was due to



heart disease. Mr. Gray had been identified with the druggists sundry business in Cincinnati for thirty-five years, first as Gray & Co., later as Gray & Huston, and after the death of his brother-in-law, as President of the Gray & Huston Co. On March 1, 1902, the present Stein-Gray Drug Co. was organized by Messrs. Otto Stein, Mr. Gray, William T. Gray, Jr., and

Irving T. Hills, Mr. Gray becoming the Vice-President of the new company. Mr. Gray had many friends in the trade, and his loss will be keenly felt. He was fifty-nine years of age, and leaves a widow and two children, his son, William T. Gray, Jr., being the Secretary of the Stein-Gray Drug Co.

C. P. SQUIRES

Vice-President Churchill Drug Co., Burlington, Iowa.

Died April 18, 1903, aged 76 years.

C. P. Squires was born at Bennington, Vt., March 29, 1827. He moved to Burlington, Iowa, in 1857, where he remained until the time of his death, which was caused by heart disease. He



began business with the firm of Squires & Bloss. While the title of the firm changed from time to time, Mr. Squires virtually remained the head and soul thereof until 1890, when it was merged with the Churchill Drug Co. A number of successful business men graduated from or served their apprenticeship in the old house, and one and

all held Mr. C. P. Squires in high esteem. But Mr. Squires did not confine his energies to the drug business. Quiet, even-tempered and methodical, he possessed the ability of accomplishing much without apparently over-exerting himself. His was among other rare gifts that of "knowing how." He was a director of the old Burlington, Cedar Rapids & Northern Railroad, and during the past eight years he had been a director of the German-American Savings Bank, and since 1901 he had served that flourishing institution as its Vice-President. In connection therewith he was still interested in the drug business, so that this quiet, retired old gentleman, who seemed to be taking life easy, to be enjoying a well-earned rest, was in reality doing no inconsiderable amount of work, and was doing that work well. Mr. Squires was married to Mrs. Frances Dana in the year 1859, in Burlington. She died July 3, 1884, and on April 12, 1888, he was united in marriage to Miss Anna Battel Hedge, sister of Congressman Hedge. She, with two brothers and one sister, survives him.

ARTHUR PETER

Of Peter-Bauer Drug Co., Louisville, Ky.

Born 1816. Died January 7, 1903.

Arthur Peter, of the Peter-Bauer Drug Co., of Louisville, Ky., died at his home in that city January 7. He leaves two sons, R. Arthur Peter, of the drug firm of Arthur Peter & Co., Louis-



ville, and M. Cary Peter, Vice-President of the Peter-Bauer Drug Co. A daughter has been dead for several years. Mr. Peter's wife died last April. Mr. Peter, who was one of the oldest and best known citizens in Louisville, was born in Cornwall, England, 1816. His parents came to the United States when he was young.

He located in Louisville in 1838. Although

he retired from active business about twenty years ago, he has continued since to go to his office for an hour or two every morning. Mr. Peter was probably the oldest wholesale drug merchant in the United States, having gone into the drug business about sixty-five years ago, and, with the exception of a very short time, when, on account of ill health, he went into the fruit-growing business, has been continually in the wholesale drug business. He was connected with the several firms of Peter & Buchanan, Wilson, Peter & Co., Wilson & Peter, Peter, Powers & Cooper, Arthur Peter & Co., and Peter-Bauer Drug Co. Mr. Peter was President of the Western Wholesale Druggists' Association in 1878 and was always looked upon as one of the most conservative merchants in the drug trade. His advice and counsel were eagerly sought by those who were interested in the same line of business.

WILLIAM A. THOMPSON

Of John L. Thompson, Sons & Co., Troy, N. Y.

Born February 2, 1834. Died February 15, 1903.

Mr. Thompson was the son of John L. and Mary Perkins Thompson, and was born in Troy, February 2, 1834. He received his early education in the public schools of that city and pursued



a course at College Hill, Poughkeepsie. For a time he was a student at the Rensselaer Polytechnic Institute. Mr. Thompson early evinced an interest in business matters, and he entered the store of John L. Thompson & Co., wholesale dealers in drugs, paints, etc., at Troy. In February, 1855, with his brother, John I. Thompson, he became a partner in the firm,

which became John L. Thompson, Sons & Co. Mr. Thompson was prominent in many other business enterprises. He took active part in establishing the Troy and New England Railroad, and he was the first President of the company. He also was director of the Nichols Chemical Company of New York City. He was director and one time Vice-President of the United National Bank, and also trustee and Second Vice-President of the Troy Savings Bank, being recently elected to the latter position to succeed Charles B. Russell. He was also director of the Troy Gas Company and the Security Trust Company. At one time he was President of the Troy and Greenbush Railroad Company. Mr. Thompson had traveled extensively in Europe and throughout the United States, and, being a keen observer, his conversation on his travels and on foreign lands always was a source of much interest and instruction. He was also fond of literature,

and spent many hours among the books of his library. He was a man of splendid character, upright and honest in all of his business dealings, independent and home loving. The deceased is survived by his widow, who was Miss Harriet Clarkson Crosby, daughter of Clarkson Floyd Crosby, of Albany; one daughter, Miss Angelica Schuyler Thompson, and three sons, Crosby Thompson, of G. R. Read & Co., New York City, William Leland Thompson and Schuyler Floyd Thompson, of Troy.

WILLIAM LYMAN CLAFLIN

Of George L. Claflin & Co., Providence, R. I.

Born June 18, 1862. Died January 24, 1903.

William Lyman Claflin, a member of the firm of George L. Claflin & Co., wholesale druggists, of Providence, R. I., died at the residence of his brother, Arthur W. Claflin, 190 Waterman



street, after a short illness, January 24. The cause of death was pneumonia. Mr. Claflin was born in Providence, June 18, 1862, his parents being George and Louisa (Whitman) Claflin. His father was at that time a member of the firm of Snow, Claflin & Co., druggists. He received his education at the public schools of Providence, and at a school for boys conducted

by the late Rev. Charles H. Wheeler. At the age of seventeen he entered the employ of his father, who had then founded the firm of George L. Claflin & Co. He continued in the drug business until his death. In the year 1886 George L. Claflin died, and soon afterward William became a member of the firm, of which his brother, Arthur W., was then senior member. The firm name of George L. Claflin & Co. is still continued. The deceased was

never married, and for the past ten years had resided with his brother, Arthur. He devoted his whole time to his business, and never took part in public affairs. He was a Mason and a member of the Congregational church. He is survived by two brothers, Arthur W. and George E. Claflin.

GEORGE F. ROSS

Manager Lyon Manufacturing Company, Brooklyn, N. Y.

Born 1858. Died April 2, 1903.

George F. Ross was born in New York City, June 4, 1858. He entered the employ of the Lyon Manufacturing Company as an office boy in July, 1872. He became manager of the place



fifteen years ago. His death occurred from apoplexy, April 2, 1903, at his home in Brooklyn. Mr. Ross was a man very highly esteemed by the drug trade, and had a most enviable reputation for careful attention to business and a close insight for every minor detail in connection with the arduous duties which in later years he was obliged to assume. Always

courteous, he made many friends, and was widely known and respected wherever he went. His employers' business he made his own, and gave to it whatever time it required, disregarding schedule hours, and frequently working far into the night to finish up whatever he might have in hand. Mr. Ross leaves a widow and one child about twenty-one years old.

FREDERICK RAWOLLE

Of Marx & Rawolle, New York City.
Born April 19, 1842. Died May 18, 1903.

Frederick Rawolle was born in Wolmirstedt, near Magdeburg, in Prussia, on April 19, 1842. Mr. Rawolle came to New York in January, 1849. In 1855 he passed the entrance examinations



to the Free Academy, now the College of the City of New York, from which he graduated in 1860. In September of that year he secured a position as civil engineer in the work of laying out Prospect Park in Brooklyn. In 1861 he continued his engineering work in Peru, South America. From 1863 to 1869 he was engaged in the work of constructing

the Kansas Pacific Railroad. In 1870 he formed the partnership with Frederick Marx, who died in 1901, leaving Mr. Rawolle the surviving member of the firm. Pneumonia was the cause of Mr. Rawolle's death. He leaves a widow and one son, Frederick C. Rawolle.

EVAN F. LILLY*

Secretary and Treasurer of Eli Lilly & Co., Indianapolis, Ind.
Died August 8, 1903, Aged 48 Years.

Mr. Evan F. Lilly was born in Lexington, Ky., forty-eight years ago and received his early education in the public schools of that city. Later he studied pharmacy under Henry Ridgely, one of the most prominent druggists in Kentucky. In 1878 Mr. Lilly

* The Secretary was unable to obtain a photograph of Mr. Lilly.

went to Indianapolis and accepted the position of Secretary and Treasurer of the Eli Lilly Co., and with such success that through his efforts the Eli Lilly Co. became one of the leading firms in the pharmaceutical manufacturing lines. Mr. Lilly had suffered from Bright's disease for some time and his death was not wholly unexpected. Mr. Lilly was married in 1880 to Miss Belle McGuin, of Ironton, Ohio, who, with two daughters, Marguerite and Katherine, survives him. Mr. Lilly was interested in all public movements and was a member of the University and Commercial Clubs.

In submitting this report, your Committee recommends that the usual practice be followed and a memorial page set apart in the proceedings of this convention, upon which the names of the deceased active members and associate members shall be inscribed. Respectfully submitted in behalf of the committee,

C. F. G. MEYER, *Chairman*.

PRESIDENT HOVER: This report will take the usual course and be referred to the Board of Control.

The chair has been requested to announce that the Proprietary Association is now in executive session, and if there are any proprietors on the floor who desire to attend this meeting of the Proprietary Association, it is the desire of the Secretary of that Association that they be so notified.

The time has now arrived, in accordance with the notice of the chair, for the special order of business, namely, the report of the Committee on Proprietary Goods, John N. Carey, of Indianapolis, Chairman. This report, as is customary, will be referred to the Board of Control without debate, after which the privileges of the floor will be granted to the gentlemen composing the visiting delega-

tion of the National Association of Retail Druggists, who have a matter which they desire to present in connection with this report. Mr. Carey, are you ready with your report?

Mr. Carey presented the following report:

REPORT OF COMMITTEE ON PROPRIETARY GOODS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

We may well congratulate ourselves upon the fact that the Proprietary Association of America has this year resumed its former practice of holding its annual meeting simultaneously with ours. It is not only a pleasure to meet our manufacturing friends and mingle with them socially, but their presence affords both themselves and their wholesale distributors an opportunity to discuss matters of mutual interest more fully and satisfactorily than can be done by correspondence. This "getting together" can not fail to result in closer personal and business relations, which will naturally redound to the good of both proprietors and jobbers. It is certainly to be hoped that the two associations may continue to meet together annually hereafter.

It is most gratifying that the long era of general commercial prosperity still prevails throughout the United States, and the wholesale drug trade has naturally enjoyed its share of this prosperity during the past year. The best evidence that the legitimate business interests of the country are on a solid basis is to be found in the fact that the disastrous effects of the recent heavy "slump" in stocks were confined, as a rule, to the speculators. The events of the last two months have clearly demonstrated that so long as business men confine their efforts and their investments to substantial enterprises, conducted wisely and conserva-

tively, they need not fear any evil results to their business from even a "panic" among the "bulls and bears" of Wall street.

While wholesale druggists, as a rule, have been fairly prosperous during the past year, the trade was shocked some months since by the announcement of the failure of a large and respected firm which was one of the oldest and most highly esteemed members of this Association. Every one sincerely regretted their misfortune, and the sympathies of our entire membership went out to them in their trouble. It seems proper to state, however, that they were unfortunate in making large investments in several lines entirely outside of the wholesale drug business, and the failure of these ventures was the direct cause of their collapse.

The great heart of the nation throbbed in sympathy with the thousands of sufferers from the unprecedented floods along the Kansas and Missouri rivers, which caused such large loss of life and enormous destruction of property. One of the chief sufferers was the firm of a genial and well-beloved ex-President of our Association and ex-Chairman of this Committee. His friends are legion not only in this Association, but in all three branches of the drug trade, and there was universal regret among them at the disaster which befell him and his associates. With characteristic energy, undaunted faith and splendid courage, they promptly and cheerfully took up the task of bringing order out of the awful chaos which confronted them. They quickly succeeded in resuming operations, and all of their many friends will heartily join in the wish that they may be favored with increased business and greater prosperity in the future.

Taking into consideration the special training, the large capital, the multitude of details and the heavy expense involved in conducting the wholesale drug business, it probably yields smaller returns from the investment than any other line of business; but while the profits are not large, the work of this Association in maintaining for so many years the rebate plan of selling proprie-

tary medicines has served to keep them steady. The present stability of the trade is largely due to the operation of this plan, whose value is generally conceded and can not be overestimated. Without the rebate plan there would be little or no profit in the wholesale drug business for any one. It therefore behooves every wholesale druggist to join this Association and contribute his share toward the expense of maintaining a system which is of such vital importance to all drug jobbers.

In this connection, it is proper to call attention to the fact that the expense of conducting the wholesale drug business is constantly increasing. This is the inevitable result of modern business conditions, which demand that the jobber, in order to meet the advanced methods of his competitors, shall ever be on the alert to provide the best facilities and quickest possible service for his customers. It is a well-known fact that it now costs the average drug jobber from 11 to 12½ per cent. on his total sales to transact his business. With some jobbers the cost is even greater, and owing to the conditions referred to, the expense will necessarily grow larger and larger. With a large majority of wholesale druggists, proprietary medicines constitute nearly two-thirds of their entire business. Some of our friends among the proprietors recognize the injustice of asking us to handle their preparations upon a discount which is less than the actual cost of doing business. It is sincerely hoped that those whose discount is now inadequate will increase the jobber's compensation to such an extent that he will be able to make at least a small profit on their goods. This is certainly a most reasonable request and one which should appeal to the sense of justice of every fair-minded proprietor.

During the past year the efforts of this Committee have been primarily directed, as usual, toward the maintenance of the rebate plan and also, in conjunction with our friends of the N. A. R. D., toward the successful operation of the tripartite plan. From the

reports which have reached your Chairman from all sections of the country during the past few weeks, he believes that both plans are in generally good condition. As an evidence of this fact, he takes pleasure in presenting the following extracts from the reports made by a number of wholesale druggists who keep a watchful eye on the situation and who are in a position to know whereof they speak.

From the West comes this statement from a most conservative man :

"In this section we are having no trouble. The rebate system is well sustained by the jobber, and there is practically no cutting, except in one or two of the larger cities; so our business at the present time is moving along in a most satisfactory way."

From the Rocky Mountains we have the following encouraging report :

"Referring to the present status of the rebate and tripartite plans in our territory, I take pleasure in advising you that, so far as our territory is concerned, but little or no complaint has reached us regarding violations of these plans during the past year—in my belief, less complaint, in fact, than in any year since the rebate plan has been in operation."

As to the situation on the Pacific Coast, a San Francisco jobber says :

"I have consulted the other wholesale houses in this city, and the consensus of opinion is that the rebate and tripartite plans have been generally observed and that the reports of violations are fewer than for some time. We occasionally hear reports that excessive discounts are being given in certain localities, but we have never been able to obtain evidence; and if it is being done, probably it is not in many instances."

The Northwest reports that "everything in that field is as satisfactory as it has always been," and your Chairman is in a position to say the same of the Middle West.

The South sends this cheering intelligence :

"I am gratified to state that everything is moving along smoothly in my territory so far as the rebate and tripartite plans are concerned, as far as I know. I have had no complaints from any one of the jobbers as to the breaking of the contract plan for some time past."

With reference to the East, a wholesale druggist, who is also the Secretary of a local association of jobbers, writes as follows :

"I have made inquiries of most of our members, and find that the consensus of opinion is that the rebate plan is in very good shape. As regards the tripartite plan, the only trouble is the manufacturers selling outside of the jobbers' list."

Your Chairman realizes that there may be a few manufacturers who have not been careful to adhere strictly to the pledge they made that they would confine their sales at best prices to the list of recognized jobbers, but he believes that most of the prominent proprietors who sell their goods on the tripartite plan have been faithful to their promises in this respect. These loyal proprietors are entitled to the sincere thanks of both the wholesale and retail drug trade for their valuable co-operation in making the plan effective. As a matter of fact, your Chairman is much gratified to be able to state that there were never so few complaints of direct sales by the tripartite proprietors to parties not on the list of jobbers.

While a small firm which recently started business in Boston has caused some local disturbance by selling goods in violation of rebate prices and terms, the other jobbers of Boston and New England are firmly maintaining their contracts with the manufacturers. The proprietors will remember the trouble of a similar nature which existed in Boston for several years, but which was happily settled a year ago; and they will no doubt recognize the menace involved in this new enterprise to their own interests as well as those of the legitimate drug trade. It is confidently be-

lieved that all the proprietors who sell their goods on the rebate and tripartite plans will individually determine that they can not afford to lend any encouragement to parties who make a practice of violating their contract prices and terms.

It is a pleasure to report that the relations of this Committee with the officers of the N. A. R. D. have continued throughout the year of the most cordial and friendly character. They have rendered us valuable assistance in enforcing the provisions of the rebate plan, and we in turn have always been glad to co-operate with them to the fullest extent of our ability in making the tripartite plan effective.

Marked results have been achieved by our retail friends during the past year in conferring the benefits of the tripartite plan upon the retailers in many localities where it had not previously been put into effect. Recent issues of "N. A. R. D. Notes" show that schedules of advanced prices are now maintained under this plan in many large cities of the country, while the druggists in a much greater number of the smaller cities and towns are and have been for some time enjoying a handsome increase of profits on their sales of proprietary medicines through the operation of the plan.

A plan which has demonstrated its power to produce such valuable results for the retail trade is worthy of the continued support of our retail friends, and it goes without saying that the jobbers will heartily co-operate with them in their efforts to make it effective, for the prosperity of the retailers is not only most gratifying to us, but it naturally redounds to our own good.

It should be borne in mind, however, that the corner-stone of the tripartite plan is reciprocity. Each of the three branches of the trade who are parties to the plan owes certain duties to the other two branches in return for the co-operation of the latter. The proprietor who lives up to his obligations under the plan is fully entitled to the good will and hearty support of both jobber and retailer, and this, as a rule, is cheerfully given. The jobber is

required, under his contracts with the various manufacturers, not to sell tripartite goods to aggressive cutters and brokers or those who supply them, and he cheerfully consented to this requirement because he realized that it was to the interest of the retail drug trade, and because he was grateful for the concession made to him by the retailers in requesting the manufacturers to confine their sales at best prices to wholesale druggists. In consideration of the valuable service rendered to our retail friends in this respect, we feel that we have a right to expect that they will not encourage the formation of "buying clubs" among their number for the purchase of goods direct from the manufacturers. Unfortunately, there seems to be a tendency to increase the number of these buying clubs in certain sections, and they are such a manifest injustice to the wholesale drug trade that it seems proper to call attention to this growing evil, in the hope that the retailers may realize that it is directly at variance with the spirit of the tripartite plan.

It will be remembered that the N. A. R. D., at its annual meeting in 1902, took a strong position in favor of the direct contract and serial numbering plan of handling proprietary medicines, and this action was followed up by their Executive Committee, who urged the manufacturers to adopt this plan. The result was that in January of the present year the plan was inaugurated by the Dr. Miles Medical Company, who sent out new contracts to the jobbing trade for their signatures. As the Miles Company had not previously consulted the wholesale drug trade upon the subject, and as their new contract did not provide any additional compensation to jobbers for the extra labor and expense devolving upon them under this plan, there were many wholesale druggists who felt that they would not be justified in signing the Miles Company's contract unless it should be modified in such a way as to make it more acceptable to the jobber. Your Chairman having received communications from a large number of our members

upon the subject, felt that it was his duty to call a meeting of this Committee to consider the matter in the interest of the wholesale trade. The Committee met at the Auditorium Hotel in Chicago on February 11, and after a full discussion of the subject, went into a conference with the Executive Committee of the N. A. R. D. and the Dr. Miles Medical Co., which was represented by Mr. Beardsley. The result of the conference was given to the trade in a circular which was issued by your Chairman the next day, as follows:

"INDIANAPOLIS, IND., Feb. 12, 1903.

"To the Wholesale Drug Trade:

"A joint conference was held in Chicago on yesterday, the 11th inst., between this Committee, Mr. Beardsley, of the Miles Medical Co., and the Executive Committee of the National Association of Retail Druggists.

"The Miles Company offered to amend their wholesale agency contract by eliminating the \$96 penalty clause and incorporating a different system of recording the serial numbers, under which the jobber will only be required to enter the numbers on a blank card attached to each package of one dozen, and forward the same to the Miles Company, who will themselves keep all the records. They also agreed to increase their discount to the jobbers from 10 and 3 per cent. to 10 and 5 per cent., in consideration of their plan being put into effect by the latter.

"It was distinctly understood in the conference that in consideration of the jobbers putting the Miles Company's amended plan into practical operation, the N. A. R. D. Executive Committee will not ask the jobbers to adopt this or a similar plan on any other proprietor's goods, or to take up any general plan, before the same has been submitted to the Proprietary Committee of the N. W. D. A. and mutually agreed upon.

"Under the conditions stated, the Committee on Proprietary Goods decided to accept the Miles plan, as amended. The Miles

Company will promptly send to the jobbers revised contracts covering the changes enumerated, and in view of the action of this Committee, it is believed that jobbers generally will sign the amended contract and give this plan a fair and thorough trial.

“Yours very truly,

“JOHN N. CAREY, *Chairman.*”

In view of the understanding reached at the Chicago conference, the jobbers throughout the United States, with very few exceptions, have signed the amended contract of the Miles Company.

Up to the present time no other proprietor has adopted the direct contract and serial numbering plan, but it is understood that our retail friends are anxious to secure its adoption by more of the leading proprietors. While this plan has doubtless enabled the retailers in many localities to obtain full prices for the preparations of the Miles Company, and while the cutters have experienced greater difficulty in securing supplies of these remedies, it is well to remember that the plan has been tried on only one proprietor's goods, and it has hardly been in operation a sufficient length of time to determine with any degree of certainty whether it could be successfully applied to proprietary medicines generally, especially in the large cities. It must also be borne in mind that the plan has not been tested in the courts since its adoption by the Miles Company, and until such a test has been made it is a question whether its absolute success is assured. Be that as it may, this Association has so often placed itself upon record as being heartily in favor of any practical plan which will make the business of our retail friends more profitable that it is hardly necessary to repeat this assurance here. The direct contract and serial numbering plan, however, involves so much more labor and expense for the jobber than any other plan which has ever been presented that it will be absolutely necessary for any proprietor who may adopt it to give the jobber an additional compensation

which will be amply sufficient to reimburse him for the extra trouble and expense that it will entail upon him.

Under this plan each proprietor obtains the signatures of the retailers to his contract and furnishes the jobber with a separate list of his retail agents. Should the system be adopted by any number of proprietors, it will be seen at a glance that the jobber will be obliged to increase his force in order to consult the many different lists of sub-agents and record the serial numbers on each proprietor's goods. It will be absolutely necessary to carefully examine the numerous agency lists before filling orders, and as each order usually contains many items of proprietary medicines, this feature of the work alone will require additional clerks and entail considerable delay in filling orders. If it were possible to use a uniform list of retail agents for all the proprietors, the work would be somewhat simplified; but it is doubtful if this would be practicable, for it is very improbable that the contracts of all the proprietors would be signed by the same retailers. It would also seem necessary, from a legal standpoint, for each proprietor to furnish his own list of those who have signed his retail contracts.

In any event, the jobbers are such an essential factor in the operation of this plan, and their interests are so vitally affected, that before its adoption by any other manufacturers, they will expect to be consulted regarding the details of the plan, which should certainly be a uniform one. The understanding reached at the Chicago conference provides for such consultation through this Committee. It is a self-evident proposition that any plan which requires the co-operation of three parties must first be submitted to and accepted by each party before it can be made effective.

Your Chairman has presented, as concisely as possible, the views of this Committee upon the direct contract and serial numbering plan, and now leaves the whole subject to the careful con-

sideration which it merits and will undoubtedly receive at this convention.

Probably the most notable and interesting event of the year in the drug trade was the decision rendered by the New York Court of Appeals in the suit of John D. Park & Sons Co. against the N. W. D. A., which had been pending for seven years. This decision, which was in favor of the Association, will doubtless be fully presented and ably discussed by our Committee on Suits, so that it is unnecessary to make any extended reference to it in this report. Your Chairman can not refrain, however, from expressing gratification at the fact that the court of last resort in the State of New York has so completely sustained the legality of the rebate plan and so fully vindicated the actions of this Association in connection with the same. The opinions of the learned justices upon which the decision was based show that they had the clearest and most comprehensive grasp of the real objects of the contract plan and of the workings of this Association, which, as the Court decided, have never been in the direction of creating a "monopoly" or establishing a "boycott," as erroneously claimed by the plaintiff. On the contrary, the effect of the rebate plan and of our own efforts in maintaining it has always been to secure "the greatest good to the greatest number."

In our opinion, one of the most encouraging features of the decision was the fact that in the opinions of both Chief Justice Parker and Justice Haight the rebate plan was likened to the legislation enacted by Congress to secure equal freight rates to all interstate commerce shippers. In referring to the fact that under the rebate plan the manufacturer sells at the same price to all jobbers who comply with his contract terms, Chief Justice Parker says:

"Indeed, the principle which they undertake to secure in this case by contract is like that which the Sherman act attempted to secure in part—namely, equal freight rates to all interstate com-

merce shippers from the common carriers. Before that act was passed, the claim was made and evidence was adduced in support of it, that rebates of such magnitude were allowed in occasional instances to favorite shippers, that it contributed largely, if not entirely, toward driving others out of business, which was deemed so against public policy that Congress set about placing all parties on an equality as to the cost of shipping goods by interstate common carriers. Assuming, as we must, that this legislation was along proper lines for the purpose of protecting the principle of competition at a point where it seemed to be open to attack, it necessarily follows that it is in accord with public policy that these wholesale dealers may attempt to secure to themselves by contract like fair dealing on the part of the manufacturers—namely, that the rebate from the latter's 'long prices,' which the manufacturer allows as compensation to the wholesaler for distributing the goods to the retailers, shall be alike to all of them."

After affirming the right of the proprietors to adopt the rebate plan or such other plan as they might see fit, Justice Haight speaks as follows in regard to the operation of the rebate plan as it relates to sales by jobbers to the retail trade:

"Is this plan against public policy? An active competition and rivalry in business is, undoubtedly, conducive to the public welfare, but we must not shut our eyes to the fact that competition may be carried to such an extent as to accomplish the financial ruin of those engaged therein, and thus result in a derangement of the business, an inconvenience to consumers, and in public harm. While public policy demands a healthy competition, it abhors favoritism, secret rebates and unfair dealing, and commends the conduct of business in such a way as to serve all consumers alike. That this is the tendency of modern times is evident from the recent discussions and legislation upon the subject of interstate commerce. One of the cardinal and chief principles of the plan adopted is the establishing of a uniform price by proprietors

which necessitates the service of all persons alike throughout the United States, the proprietors subjecting themselves to the extra expense for freight, etc., in remote sections of the country. I can discover nothing in this which is detrimental to the public policy of the country."

The wise fathers of the rebate plan indeed "builted better than they knew" when they inaugurated a plan which has so successfully withstood all of the litigation that has been directed against it during its long existence. Now that the highest court of the great state of New York has found in the rebate plan a parallel to the laws passed by congress to prevent discrimination against shippers, we believe that our position under this plan is simply impregnable. We have always had the utmost confidence in the strength and legality of the plan, but the recent decision makes it a veritable Gibraltar. Wholesale druggists and manufacturers generally should read the decision in full, if they have not already done so.

A few weeks after the announcement of the New York decision we were much gratified to learn that the John D. Park & Sons Co. had addressed the following letter to many proprietors who sell their goods on the contract plan:

"CINCINNATI, OHIO, May 23, 1903.

"Gentlemen—In view of the recent decision of the New York Court of Appeals, we have been carefully considering whether we should not hereafter sign and comply with the terms of such contracts as the manufacturers require for the sale of these goods.

"In order to arrive at a conclusion as to our proper course in this respect, we would like to inquire whether, upon signing such contract as you may require, we can, as long as we comply with its terms, purchase direct from you, and on the same terms as other wholesalers, such supplies of your goods as we may desire. In other words, will you in this case resume sales to us without

our becoming members of or being reinstated by the National Wholesale Druggists' Association?

"An early and full reply to this inquiry will be greatly appreciated, as it will aid us in determining our future course.

"Yours very truly,

"JOHN D. PARK & SONS CO.,

"A. R. PARK, V. P."

As a number of proprietors forwarded this letter to your Chairman and asked for an expression of his views upon the subject, he sent the following circular to all manufacturers who sell their goods on the contract plan:

"INDIANAPOLIS, IND., May 28, 1903.

"To Proprietors:

"Regarding the suit of the John D. Park & Sons Co. against the National Wholesale Druggists' Association, it is with pleasure that we advise you that the New York Court of Appeals has decided the case in favor of the Association.

"We are also glad to learn from several proprietors that the John D. Park & Sons Co. have written to them as follows:

"'We would like to inquire whether upon signing such contract as you may require we can, as long as we comply with its terms, purchase direct from you on the same terms as other wholesalers.'

"We hope the John D. Park & Sons Co. will see the wisdom of arranging with many, if not all, of the proprietors in this way, so that the disturbance of business, which we have so long regretted, may soon disappear.

Yours very truly,

"JOHN N. CAREY, *Chairman.*"

Our information is that the manufacturers very generally replied to the John D. Park & Sons Co. that membership in the N. W. D. A. had nothing whatever to do with the matter, and

that they would gladly sell them upon the same terms as all other wholesale druggists, provided they would sign and comply with their contracts. This was demonstrated by a second letter which the John D. Park & Sons Co. sent to the manufacturers as follows:

"CINCINNATI, OHIO, June 25, 1903.

"GENTLEMEN—On May 23 last we wrote you and other manufacturers inquiring whether you would resume and continue direct sales of your goods to us, if and as long as we should comply with your terms as to their sale, and duly received your favor, in which you express yourselves substantially as willing to make such an agreement with us. We have been and are giving the subject most careful consideration.

"In asking in our former letter whether you would so resume business relations with us without our becoming members of the N. W. D. A., we of course implied that we should not be bound by, or subject to, the provisions of any rule, regulation or decision of that or any other Association, but that our relations should be solely matters of individual contract and agreement between you and ourselves."

"In order to avoid now any possible ground of dispute in the future, and in view of the doubts which have existed in the past as to the nature of various of the rules and regulations of such associations, as well as with regard to the relation of such rules and regulations to, and their effect upon the contracts which you take from the jobbers, it will be essential that a special contract be made in our case which shall merely specify the prices and discounts fixed for the jobbing trade in your goods, and which we are to adhere to. In other words, what we are contemplating is the making of agreements with the various manufacturers to sell their goods only at prices and on discounts to be fixed by them, and not to become either directly or indirectly a member of any association or bound by, or subject to any rules or deci-

sions past, present or future of any such associations. This fact should be made clear in contract which we are contemplating giving you and other manufacturers. Will you kindly advise us if this meets your views also?

"A prompt answer will be greatly appreciated and will enable us to speedily determine the question. You will kindly pardon this apparent delay in answering your letter of recent date, but we were awaiting answers from various other manufacturers. We are pleased to say that all seem to take practically the same view of the matter.

Yours very truly,

"JOHN D. PARK & SONS Co.,

"A. R. PARK, *V. P.*"

It is presumed that the manufacturers replied to this letter that they would sell the John D. Park & Sons Co. upon exactly the same form of contract used with all other wholesale distributors, which is a contract solely between each proprietor and his own customers, without any reference to the N. W. D. A. or any other association. Indeed, it seems rather singular that the John D. Park & Sons Co. should have asked the manufacturers to make a special contract with certain exceptions in their favor, as the manufacturers could not consistently establish one set of terms for one jobber and another set of terms for all the other jobbers in the United States.

So far as known by us, the John D. Park & Sons Co. did not sign the contract of a single manufacturer after the correspondence quoted. In fact, it would appear that they later concluded that they would not make any change in their business methods, as is clearly shown by a circular letter which they sent to the retail trade, as per the following copy:

"CINCINNATI, OHIO, July 2, 1903.

"DEAR SIR—Doubtless you have followed more or less closely the various proceedings of our suit against the National Whole-

sale Druggists' Association, which was recently decided against us after seven years of litigation—costing us a great deal of money.

"You may remember that we sought to restrain the N. W. D. A. from boycotting us, i. e., forbidding manufacturers the right to supply us with their preparations and discriminating against parties who aided us in any way in securing these preparations.

The final decision of the Court of Appeals at Albany was reached by a vote of four to three, the closeness of the vote showing clearly that the course of the N. W. D. A. was by no means thoroughly vindicated. In fact, had the personal prejudice of a single judge been different, the result would have been a victory for us and the dissolution of the boycott now in force.

"In the opinion of Judge Martin, dissenting, 'the defendants entered into an illegal conspiracy to interfere with the plaintiff's trade by preventing the various manufacturers from selling to it, and it is equally clear that the means employed by them to accomplish that purpose, by threats, intimidations, boycotting and persistent efforts to injure any manufacturer who should continue to deal with it, were also illegal. The defendants were guilty of an illegal combination to accomplish the plaintiff's ruin by illegal and improper means.'

"Judge Cullen said: 'The agreement' (of the N. W. D. A.) 'is vicious and operates in restraint of trade, for it destroys competition among jobbers.'

"It is admitted that the N. W. D. A. was organized for the purpose of monopolizing the whole drug business and preventing a healthy competition. Yet the court finally decided that we did not have ample reason for seeking to break up this 'illegal conspiracy,' which seeks to place the manufacturer and the retailer completely at the mercy of the jobber!

"You can easily see for yourself how unjust this decision was,

and how contrary to all legal precedents, as cited at length by Judge Martin.

"However, we are not discouraged, nor is our business so 'ruined and destroyed' as the conspiring members of the combine would like to have it. In fact, we are continuing to conduct our business in frank and fearless defiance of the combine. We are selling everything that any other jobber sells, and we are selling at considerably less in every instance—for we are bound by no pledges to keep up prices and squeeze the retailer.

"Certainly your love of fair play must be appealed to by the injustice of this decision—and more certainly your sound business judgment must be appealed to by the fact that we can and will sell you everything you want at the very lowest prices, subject to the most favorable discounts.

"Write us for our list, anyway—and we shall be glad to answer fully any questions you may care to ask.

"Yours for fairness and prosperity,

"JOHN D. PARK & SONS CO."

Your Chairman has deemed it wise to include copies of the foregoing letters in the report of this Committee, so that a permanent record of the matter may be preserved in our proceedings.

We were strongly in hopes that the John D. Park & Sons Co. would realize the futility of further opposition to the rebate plan and decide to conduct their business along the same lines as all other wholesale druggists. We still trust that they may eventually conclude that it will be to their best interest to pursue this course. Certainly such action on their part would be hailed with delight by the members of this Association, by the proprietors and by the drug trade generally. It should be remembered that we have never had anything but the kindest feelings toward them personally, and that all our actions have been simply in the line of maintaining the principles involved in the rebate plan. Every

one has the greatest respect for them, as it is fully recognized by all that they have been sincere and conscientious in the stand they have taken during all these years. Your Chairman believes that he voices the unanimous sentiment of the trade when he expresses the earnest hope that they will give their support to a plan which has been fully sustained by the courts, and whose only object is to place all wholesale druggists upon exactly the same footing.

Following up the work of encouraging the formation of local organizations among the wholesale druggists, your Chairman invited the drug jobbers located in Ohio, Kentucky and West Virginia cities along the Ohio river to meet in Parkersburg, W. Va., on June 3. Mr. Holliday, the Vice-Chairman of this Committee, had previously visited the jobbers in that territory for the purpose of arousing their interest in the matter, and the meeting was well attended, Mr. Holliday being present to represent this Committee. Mr. George W. Lattimer, the Chairman of our Committee on Relations with Local Associations, was also in attendance, and the jobbers present organized themselves under the name of the "Ohio Valley Drug Club." Steps were at once taken to improve the trade conditions in their midst, and it is believed that the new organization will prove of great value to all of its members. Mr. Holliday also attended during the year a meeting of the Southern Drug Club and likewise one of the South Atlantic Drug Club. These organizations were formed last year during the term of Chairman Shoemaker, and they have already enabled their members to get better results from their business.

The entire country is now practically covered by local organizations among the wholesale drug trade, and it is hoped and believed that these bodies will be of the greatest possible help to their members in keeping their local affairs in good shape. While of course it is well understood that the N. W. D. A. has no control over the local organizations, each of which is an entirely independent body, there is no question that it will be to the mutual

interest of all concerned for the officers of the local organizations to keep in close touch with the office of this Committee, and the Chairman invites them to correspond with him upon all matters affecting the trade at large.

In addition to his work with the local associations, Vice-Chairman Holliday has spent the greater part of his time in visiting different sections of the country and investigating complaints regarding local disturbances which were thought to be caused by violations of the contract plan. He has generally succeeded in correcting the irregularities, whenever any really existed, and in restoring harmony among competitors. Since the office of this Committee was removed to Indianapolis in November last, the correspondence has been considerably heavier than at any time in our experience. Nearly 4,000 letters have been sent out in about ten months, besides many circulars concerning various matters of general interest to the proprietors and the wholesale trade. In order to cover frequent additions and necessary changes, we have also issued numerous revisions of the list of recognized jobbers which is sent to the manufacturers for their information. A number of names have been added to the list during the year, thus affording to the proprietors the most ample facilities for the distribution of their goods.

In this connection, your Chairman desires to extend a cordial invitation to all manufacturers to avail themselves of the facilities of this office when they wish to obtain information in regard to any parties concerning whose status they are in doubt. It is very gratifying to us that many proprietors have for a long time made a practice of communicating with this Committee when they desired to learn the kind of business done by any party, and we trust that other manufacturers will pursue the same course. All inquiries are answered promptly and cheerfully, and in case we should not be in possession of the facts regarding any party, an investigation is immediately made and the result reported as soon

as practicable. We have, however, such a complete file of information regarding parties all over the United States that we are usually able to report without delay.

Our members and wholesale druggists generally are also cordially invited to correspond with the Chairman concerning any matters requiring the attention of this Committee. A number of complaints of alleged violations of the rebate plan were received from time to time during the past year. All such complaints were carefully investigated, and where any trouble was found to exist, it was, as a rule, promptly corrected. In many cases, however, the charges were evidently founded merely upon suspicion or "hearsay evidence," as no proof was submitted, and the jobbers against whom the charges were made denied their correctness. Your Chairman believes that reports of violations are generally exaggerated and that, as a rule, the wholesale druggists of the country are honestly endeavoring to live up to the obligations of their contracts. As already stated, however, this office is always willing and anxious to make an investigation wherever necessary, as it is only by eternal vigilance that we can keep matters in as good shape as they are. The Chairman earnestly requests, however, that all complaints may be accompanied by evidence as far as it is possible to obtain it.

It gives us pleasure to state that through the efforts of this Committee, the rebate plan has been adopted since our last annual meeting by the following proprietors, viz.:

Cranitonic Hair Food Co., New York.

Louis Daudelin Co., Worcester, Mass.

Denver Chemical Mfg. Co., New York.

Frog in Your Throat Co., New York.

Horlick's Food Co., Racine, Wis.

Our N. A. R. D. friends also secured the adoption of the tripartite plan by the Pepsin Syrup Co., Monticello, Ill.

The thanks of the trade are due to these proprietors, and to all

others who sell their goods on the rebate and tripartite plans, for this evidence of their good will toward the legitimate drug trade of the country. The proprietors may rest assured that in protecting their wholesale and retail distributors by controlling their goods under these plans, they are advancing their own interests.

Negotiations are now pending with several other prominent proprietors, and the Committee hopes that they may also be persuaded to place their goods upon the contract plan.

The last edition of the Rebate List was published in September, 1901, and another supplement was issued thereto on April 15, 1903, covering changes and additions to that date. As the number of books remaining on hand is now rather limited, and as it is somewhat inconvenient to refer to several supplements, we recommend that this Committee be authorized to publish a revised edition of the Rebate List as soon as practicable. We trust that not only our own members, but wholesale druggists generally, will realize the importance of placing the official Rebate List in the hands of all their salesmen, pricers and buyers. The book is well worth the small price that is charged for it, and as it contains the schedules of all rebate and tripartite proprietors, its use by employes generally will prevent many mistakes and unintentional deviations from contract prices and terms.

In this connection the Chairman begs to request that all manufacturers who sell their goods on the rebate and tripartite plans will keep the Committee advised of all additions and changes which they may make in their schedules from time to time. It is important that the Committee should have this information regularly, in order that the necessary corrections may be covered by supplements without unnecessary delay.

In conclusion, your Chairman desires to express his personal appreciation of the faithful and efficient services of Vice-Chairman Holliday and Secretary Toms. They have performed their duties in an intelligent and thoroughly satisfactory manner, and are both

valuable men to the Association. Your Chairman is strongly convinced, from his experience in this position, that the Committee made no mistake when it decided a year ago that the Chairman should not be expected to personally take up the correspondence and supervise all the details of the work. The scope of the Committee's work has so materially broadened in recent years that no wholesale druggist who is busy with his own affairs can afford to give his personal attention to any except the more important matters involving questions of policy. With two experienced and thoroughly competent assistants, it has been demonstrated that the machinery can be run smoothly and satisfactorily without involving any unnecessary sacrifice of the Chairman's personal interests.

Your Chairman also wishes to extend his thanks to the members of the Committee for the valuable advice and assistance which they have given him in the discharge of his duties. They have always been quick to respond to any request for help, and it is a pleasure to be associated with such appreciative men. He is likewise grateful to the trade at large for the co-operation which has been so generously accorded him during his term of office.

Respectfully submitted,

JOHN N. CAREY, *Chairman*.

THEO. F. MEYER.

LUCIEN B. HALL.

E. D. TAYLOR.

WILLIAM J. WALKER.

CLAYTON F. SHOEMAKER.

C. F. WELLER.

WM. JAY SCHIEFFELIN.

H. B. FAIRCHILD.

M. N. KLINE.

FRED L. CARTER.

M. C. PETER.

C. F. MICHAELS.

PRESIDENT HOVER: This report, like the other reports, will follow the usual course and go to the Board of Control.

We are very glad, indeed, to accord to our retail friends the opportunity of presenting upon the floor of this convention any question that, in the judgment of the gentlemen, will revert to their best interests, well knowing that by so doing we are thereby helping ourselves. Our interests are mutual—strengthen the financial affairs of the retailers, and, in turn, our own finances are bettered. We, therefore, beg to assure you that any proposal you wish to make will receive the most respectful and careful consideration on the part of this convention, and it is my belief that we can arrive at a final conclusion that will be entirely satisfactory to both parties.

The Executive Committee of the National Association of Retail Druggists have a representation on the floor of this convention, and we are now prepared to receive that delegation. Mr. Wooten, will you step forward, please?

Before listening to the remarks of Mr. Wooten, the Membership Committee have another supplemental report to make, and, inasmuch as it is necessary to post the name of the applicant for twenty-four hours before election can be held, we will listen to that report first.

SUPPLEMENTAL REPORT OF COMMITTEE ON MEMBERSHIP

SECRETARY TOMS: As Mr. Van Alen is not in the room, and there does not seem to be any other member of the Committee on Membership present, I will announce that we have received an application for associate membership from E. C. De Witt & Company, Chicago.

PRESIDENT HOVER: We will now be pleased to hear from Mr. Wooten, Secretary of the National Association of Retail Druggists.

MR. T. V. WOOTEN: Mr. President and Members of the National Wholesale Druggists' Association—It has been a very great pleasure to listen to the able and comprehensive report of the Chairman of your Committee on Proprietary Goods. I want, on behalf of our Executive Committee, and myself, to thank you for the very kindly things which he has said about our Association, and to assure him that every member of our Committee has the kindest feelings for himself, for Vice-Chairman Holliday, and for the Secretary of the Association, Mr. Toms, for the uniform courtesy and kindness with which they have treated us during the past year. We have received invaluable help from them, and we have done whatever we could to assist them. The good all-around fellowship which has existed between that Committee and our Executive Committee has been a constant source of encouragement and gratification to us.

ADDRESS OF T. V. WOOTEN, SECRETARY N. A. R. D.

In discussing a question as important and as far reaching as that we offer for your consideration, the mind is apt to stray into one or more of the alluring by-paths that branch off in every direction from the main subject. Because I want to take no chances on presenting to you the more important phases of this subject, as I apprehend them, and to do this in as few words as possible, I have put into a not very lengthy paper the thoughts I want to present for your consideration.

That the present condition of the retail drug trade is unsatis-

factory to thousands of retail druggists, and that there are the very best of reasons for this dissatisfaction, must be universally admitted. The retailers of hundreds of communities throughout the country through no fault of their own, and in spite of the long-hours of strenuous and persistent and patient effort which they have put forth, effort which if exerted in circumstances less unfavorable would yield results commensurate with the deserts of these hard-working men, are reduced to the narrow limitations of a precarious living.

There are, in the United States, according to Dun's latest list, a few hundred more than 40,000 retail druggists. Many of these druggists are prosperous now, but there is hardly a man among them who does not realize that he is liable to be reduced, at any time, through the machinations of some aggressive cutters (one is all that is needed to accomplish the feat), to the ranks of those who are compelled to begin the consumption even in the prime of their mature manhood and womanhood of the substance they have laid up for a rainy day or for old age.

Do not, gentlemen, suppose for a moment that we are asking sympathy for these people; far from it. What we do ask on their behalf is justice. No more, no less than simple justice. We ask for them that proper recognition be given to their co-operation in creating a demand for the very goods that cutters are now using to irreparably damage the business to which thousands of us have devoted and are devoting the best years of our lives. Nor is it the retailers alone who suffer. Who is it that systematically besmirches the character of, and whenever he finds it necessary, destroys the good name of well-known proprietaries, names which the proprietors have spent months and years in making a valuable property? Answer: The aggressive cutter.

Who is it that inflicts upon the jobber the worst injury the jobber can sustain, namely, to reduce the purchasing power, to lower

the paying power of the jobbers' natural friend and ally, the retail druggist? Answer: The aggressive cutter.

Who is it that is degrading the profession of pharmacy, one of the noblest of all callings, by lowering the moral tone of those upon whose integrity may depend your own life, the lives of those you love, the lives of the whole community, as well as the reputation of the medical profession? Answer: The aggressive cutter.

And yet we are told sometimes that nothing can be done to check the cutter's progress—that he must go on and on, in his triumphal march of destruction, though all interests suffer alike from his devastation.

The National Association of Retail Druggists, which has placed upon us the duty of representing its interests here, says this career of infamy can be stopped, that if the interests of proprietors and jobbers as well as retailers are to be subserved it must be stopped; and it is our purpose to call upon the proprietors and jobbers not only once, but again and again if need be, to assist us in this noble undertaking. You ask "Are we not assisting you now?" We answer, with becoming gratitude (for we are deeply grateful to all who have given us their co-operation), "yes." That we have by our combined efforts done a great deal to improve the condition of all branches of the trade throughout the entire country even the most indifferent must admit. But much yet remains to be done. The tripartite plan, as originally adopted, after an infinite deal of hard work had been done upon it, was believed by many to be the solution of the cut-rate problem. At its launching, the hearts of many theretofore despondent, beat high with hope. It is to us a matter of the keenest satisfaction that in hundreds of places this plan is to-day giving druggists a substantial profit on proprietaries who were accustomed to sell these goods (whenever the stubbornness of the customer prevented his being induced to take something else) at

cost or even less than cost. We do not minimize these benefits; for every one of them we are genuinely thankful. But experience has demonstrated that in one important particular the tripartite plan is deplorably weak. I refer to the inability of those who have sought to make the plan operative to trace goods through the channels by which they reach the price demoralizers. It is the proud proclamation of the aggressive cutter that his position is secure and permanent because he says that a sufficient number of dishonest proprietors, jobbers and retailers will always be found to supply him with whatever goods he may need. Several years of unremitting labor on the part of the N. A. R. D., attended by many experiences not calculated to make one feel proud of his fellow human beings, has shown conclusively that, up to the present, this blatant claim was no idle boast.

If the proprietors, jobbers and retailers are loyal to the tripartite plan, a plan that is just to all branches alike, beneficial to all branches alike, then we must strengthen the plan at the weak link, namely, the tracing of goods from the manufacturer to the cutter. That all the goods which go out of the average proprietary medicine factory can be serially numbered has already been proven; that this system, during the short time it has been in use has already exerted a most salutary influence upon would-be contract violators is undeniably true. In proportion to the monetary cost and the trouble of putting this plan into effect, the benefits to all branches of the trade to be derived from this method of marketing proprietaries is incalculable. It seems to be all that is needed to make the tripartite plan an entire success.

Five years of experience with the tripartite plan has led us to another important conclusion—that this plan can be with signal advantage reinforced by the individual proprietors entering into direct contractual relationship with each of the wholesale and retail distributors of his goods. In this way not only is the wholesale agent of the proprietor made extremely careful whom

he sells the proprietor's goods to, but the retail agent who violates this contract becomes indebted to the proprietor (by the terms of the contract) for a definite amount on account of this violation. So successful has the plan been, in the hands of one proprietor, who has given it a fair trial, that the eyes of the retail druggists of the whole country have been drawn to the incalculable benefits to all branches of the trade, especially to themselves, derivable from this source. Having become convinced of the practicability of this plan these druggists, through their National Association, urge upon the allied branches of the trade, as associations and as individuals, that they adopt this method of strengthening and reinforcing the tripartite plan, the strength and weakness of which we have taken five years to demonstrate.

I have mentioned incidentally the cutter's boast that dishonest proprietors, jobbers and retailers would always supply him with goods. In this fight for better trade conditions the non-cutting retailers have believed all these years that proprietors and jobbers were sincere in their protestations of loyalty to the retailers' interests, to the common interests of the three branches of the trade. Suspicion has been cast upon this professed loyalty, it being the persistent assertion of the cutter that the proprietor is only bluffing when he tells the non-cutting retail trade that he desires to work in harmony with him for advancing his, the retailer's, interests, and that at the very moment the jobber is swearing fealty in the office, goods are going out of the shipping-room door to cutters under assumed names.

The reiteration of these charges, times without number, in all parts of the country, has made the retailers exceedingly restless and uncomfortable. Are the proprietors and jobbers sincere? This question the price-maintaining retailers of the country want answered, and they are watching with keenest interest the outcome of these meetings, because they consider this the time of all others for an answer, outspoken and unequivocal, to be given.

And they want the reply to this question, not in words, but in actions, not in carefully phrased resolutions that mean something or nothing, but in definite, well-considered statements as to what you on your part are willing to do for the advancement of our common interests. In the last year or two a great deal has been said against substitution in the sense of replacing advertised preparations with other preparations when the former are specifically demanded. Much of what has been said concerning this reprehensible practice is true. But who is responsible for this practice? It is not my intention to inquire minutely into the causes of substitution, but it can not be denied that, to the extent the proprietors fail to discourage this practice or neglect to use all reasonable efforts to stamp it out, they are responsible. The same is equally true of the jobbers and of the retailers, and it is because of our determination to see this evil uprooted, our anxiety to do whatever lies in our power to insure its extirpation that we insist on behalf of the retail drug trade that the subject receive at this joint meeting of the jobbers and proprietors all the consideration to which its immense importance entitles it.

It is unnecessary that I discuss with you the immense value to all branches of the trade of using to the fullest extent possible the three-party-ite principle. The help that proprietors, wholesalers and retailers have all received through the intelligent application of this principle is too well known to make any such discussion necessary. Our relations are those of inter-dependence; this has been clearly proven. Anything that benefits the retailer can not fail to benefit the wholesaler, indirectly at least. But this plan benefits the wholesaler directly by increasing the volume of his business. Whatever may be said of the sort of substitution we have referred to, hardly any practice could be more injurious to the jobber's interests. The equanimity with which some jobbers seem to regard the evil of "substitution" is, considering the usual shrewdness of this class of business men, remarkable. That

these wholesalers should fail to give their very best efforts to wiping out "substitution," thereby restoring the drug business to normal channels, increasing the volume of their own business, advancing the welfare of those upon whom they must depend for their success, is little less than astonishing. That these men should urge, in extenuation of their active or passive opposition to a scheme for depriving the cutter of his occupation, that it is too much trouble is, in our estimation, simply astounding.

I have stated already that 40,000 retailers were watching the outcome of this meeting with extreme interest. Do not forget that there are hundreds of aggressive cutters who are awaiting the result with equal interest. I have said to you, and I want you to realize the truth of what I assert, as some of you gentlemen have not seemed to realize it in the past, that the great bulk of the retailers of this country are firmly convinced of the practicability of the direct contract and serial numbering plan. It matters not that you think they are mistaken; they ask to be shown how you know they are mistaken. There is only one way they can be convinced they are mistaken, and that is through giving the plan a thorough and impartial trial. I warn you, gentlemen, that your saying the plan is "too much trouble," or that your exaggerating the trifling addition to your expense account, necessary to test the plan, will not save you from the odium of standing in the way of securing to the retailers that for which they have been anxiously working and waiting for years—aye, praying for years—a method whereby the miscreant who robs the druggist who values his calling of that which is dearer to him than all else in the world, except his life, his friends, sacred honor, a chance to make an honest living, an opportunity to educate his children and rear them in an atmosphere of refinement (however hard he, himself, may be compelled to toil that this end may be accomplished) and to place in a position of independence those who are dear to him when he is no longer able to minister to their needs.



Far be it from me to introduce even one note of discord into the harmony that has prevailed throughout these meetings. I have no such intention. But is it not better for the present and the future welfare of the National Wholesale Druggists' Association that you recognize the dissatisfaction with existing conditions which exists everywhere, especially as to the defenselessness and helplessness of retail druggists when assailed by an aggressive demoralizer of prices? Is it not better to recognize that if you fail to come to the rescue of your friends in the retail trade, not reluctantly and with ill grace, but generously and with the air of one glad to favor a friend, your Association will be condemned; the feeling of unrest and suspicion I have mentioned increased, and the disposition always present in some quarters of the retail trade to cut loose from the jobbers and to assume the functions of the jobber augmented until it will be well nigh impossible to maintain any tripartite agreement?

I am confident those who are in the best position to know will cheerfully acknowledge that the National Association of Retail Druggists and its Executive Committees have constantly favored giving the jobber all he is entitled to and protecting him in his legitimate sphere. I am sure these men will acquiesce in the statement that we have conscientiously and zealously endeavored to make the tripartite plan, with all its benefits to the jobbers, with all the sacrifices it has demanded of the retailer, a complete success; that, in the face of all sorts of discouragements, we have steadily held our course.

The tripartite plan has not succeeded. Why? Because, as I have pointed out, it is fatally weak in one or two particulars, and the conviction is forced upon us that in these respects the plan must be strengthened and reinforced. It is inconceivable, Mr. President, that in this emergency, when so much has already been accomplished through our co-operation with each other, when the future is so bright for all of us if we persist in our plans of work-

ing for each other's interest, it is inconceivable, I say, that you should fail to give us the assistance which we need and which we have a right to expect at your hands.

We have been told within the last few days by a prominent proprietor that the reason why he has not more seriously considered adopting a direct contract plan was not that he was not impressed with its practicability, but that the great majority of the jobbers opposed it. We believe this proprietor's information is not in accordance with facts, but if what he has heard is true, we have only this to say, we have been mistaken in the character of the men with whom we are dealing—our confidence has been misplaced. But we do not believe it to be true, and we call upon you to prove by your action here at this meeting that it is not true.

The reminiscences of early Boston are dear to the heart of every true American. Within a few miles of us is a battlefield made sacred by the blood of the first patriots who sacrificed their lives in the cause of freedom for an oppressed people. The "shot that was heard around the world" had not ceased to reverberate till the patriots who gave to us for an inheritance the greatest nation the sun shines upon had dedicated their all to the cause of freedom, freedom from bondage to conditions they could no longer endure. The retail druggists of America, Mr. President, are struggling for freedom from a condition which they can not longer endure and we call upon the wholesale druggists of the country, our natural allies, to help us in this struggle for independence. (Applause.)

PRESIDENT HOVER: We have listened with great pleasure to the complete, able and scholarly address of Mr. Wooten. Gentlemen, it is understood that under the precedents which have been established by this Association, that questions of this character are uniformly re-

ferred to the Board of Control, or to one of our Committees, before the merits of the question are discussed by the members in convention; and it is not intended as any indication of indifference on the part of this Association when this communication is ordered to take the usual course. It will be reported back by some one of the Committees, to which it will be referred, and further discussed. Have you any motion to that effect?

MR. M. N. KLINE: I would move that, as the discussion upon this subject will be of exceedingly great interest, in order to afford opportunity for our retail friends and our own members to be prepared to give the subject the fullest discussion, that the paper be referred to the Committee on Proprietary Goods, and that they be requested to report this paper, and their recommendations thereon, back to this body at 4 o'clock this afternoon. (Motion seconded and carried.)

MR. KLINE: I would make an additional motion. As our friends of the Proprietary Association have no meeting this afternoon, I move that invitations be extended to them, or as many as can, to meet with us at that hour.

PRESIDENT HOVER: If there is no objection, the motion will prevail, and it will be so ordered; and the Secretary will please notify the members of the Proprietary Association to that effect.

The hour for adjournment is quite close, but there is a large volume of business yet to be transacted by the Association, and if the convention will bear with the chair we will force the business along as rapidly as possible, and the chair will ask that the sessions be continuous and long

throughout the day. We will, therefore, return to the order of business, the presentation of reports of Committees.

MR. KLINE: I think the report of the Committee on Suits usually goes with the report of the Committee on Proprietary Goods. May I read it now?

PRESIDENT HOVER: We will now have the report of the Committee on Suits Against Members, M. N. Kline, Philadelphia, Chairman.

Mr. Kline presented the report.

REPORT OF SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS

To the Members of the National Wholesale Druggists' Association:

When our report was written a year ago the status of the Park suit was given as follows:

"First, an action at law to recover \$500,000 damages against various jobbers and manufacturers who are or were members of the National Wholesale Druggists' Association, but the Association itself is not a defendant. In this case our attorneys have demurred, but that demurrer has not been set down for argument by either party."

Nothing further has been done during the year with this suit.

"Second, a suit in equity against the National Wholesale Druggists' Association and various manufacturers and jobbers, which prays that the Detroit and rebate plans may be declared illegal and all the parties enjoined from carrying those plans out. In this case Judge Leslie W. Russell sustained our demurrer, as reported two years ago, and his judgment was sus-

tained by the Appellate Division of the New York Supreme Court, and an appeal has been taken to the Court of Appeals."

This suit was argued on November 13, 1902, at Albany. A decision was rendered in our favor on April 28, and the judgment of the lower court was confirmed by the Court of Appeals, the court standing four to three, two opinions on the majority side being filed, one by Judge Haight and the other by Judge Parker, Judges O'Brien and Bartlett concurring, while the dissenting opinions were by Judges Martin and Cullen, Judge Vann concurring.

Our attorney, Mr. Henry G. Ward, writes as follows about this verdict:

"Although the opinion of the Court of Appeals was not unanimous, there was really no difference among the judges upon any question of law. The majority of the court thought that upon all the allegations of the complaint the plaintiff had succeeded only in showing that the defendants were carrying on a system of business adopted out of a regard for their own interests, and not for the purpose of restraining trade or of injuring the plaintiff or any one else, and that this system was in itself perfectly legal. The minority of the court on the other hand dissented because they inferred from certain allegations contained in the complaint that the defendants had combined to injure the plaintiff and to restrict competition, and that therefore their acts were illegal.

"It must be borne in mind that the case went off upon what is called 'in law a 'demurrer;' that is to say, the defendants admitted, for the purpose of argument, every statement of fact contained in the complaint. So that the decision is the more favorable because it is a decision upon a statement of the plaintiff's case by his own counsel, presumably in the best possible form that he could put it.

"If the defendants had put in an answer and the true facts had been proved upon a trial, it is confidently believed that there

would have been no difference of opinion whatever among the judges as to the legality of the rebate and the Detroit plans."

This and the opinions in this case, together with a brief history of the suit from its inception in May, 1896, to this time, were published in a pamphlet sent by this Committee to each member of this Association, and as a matter of record we ask that a copy of this pamphlet be included in the copy of our proceedings for this year.

It is hoped that this will end the legal contest upon the question of the legality of the contract system.

Great credit is due to the attorneys who handled this case for us, Mr. Henry G. Ward, of the firm of Robinson, Biddle & Ward, New York, having had charge of the handling of the case before the New York courts, and Mr. H. LaBarre Jayne, of the Philadelphia firm of Biddle & Ward, who has been the legal adviser of the Committee for many years.

Whether the plaintiffs will accept gracefully the decision of the courts and hereafter conduct their business in accordance with the terms under which the large majority of the proprietors prefer to have their goods distributed, remains to be seen.

Under date of May 23, 1903, John D. Park & Sons Co. sent a letter to several proprietors indicating that they were considering whether or not they should hereafter sign and comply with the terms of such contracts as the manufacturers require for the sale of these goods. They asked the question whether such proprietors would resume sales to them without their becoming members of or being recognized by the N. W. D. A. So far as advised, proprietors generally indicated a willingness to sell them their preparations and grant them the rebate, provided they complied with the conditions under which this rebate is given, regardless of their membership in the N. W. D. A. We have not heard that these terms have in any instance been accepted.

The decisions throughout the Park case having been invariably

favorable, including a decision by the Appellate Division of the New York Supreme Court reported a year ago, it was a matter of considerable surprise to your Committee to learn that this same Appellate Division of the Supreme Court of New York, on July 7, handed down an opinion in the suit brought by Macy against the American Publishers' Association, apparently reversing the record of that court upon the question of the legal rights of the manufacturer of a trade-marked or copyrighted article to fix the selling price of that article.

The decision rendered by Judge Ingraham in this suit is of so great interest to our members that we ask that the opinion in full be printed in connection with this report.

After this opinion had been rendered and promulgated our attorney in the Park case expressed the opinion, which it is very important to note, that the scheme of the Publishers' Association, which was held unlawful in this last decision, differs materially from the method of doing business by the proprietary medicine men and wholesale druggists. The publishers and wholesale booksellers agreed that they would not sell any book at any price to any bookseller who had sold or been suspected of selling books at less than the net fixed price.

This case will of course be appealed by the Publishers' Association and will go to the Court of Appeals, and the Publishers' Association rely upon the action of that court in our own (the Park) case, believing that this decision by the Appellate Division will be reversed. But the difference in the manner of carrying out the scheme agreed upon by the Publishers' Association and that of our own, pointed out in the above opinion by our attorney, is of so vital a character that it behooves us and our friends of the N. A. R. D. to not extend or attempt to extend that which was originally established as the individual action of the several proprietors in their dealings with individual wholesale druggists, to a combined effort under which it is sought to

prevent any dealer who violates the terms of any one proprietor from getting any goods from any proprietor selling under similar terms.

In closing this report, your Committee feels that the work for which it was originally appointed and has been reappointed each year since the inauguration of this suit has now been successfully completed, and asks to be discharged.

Respectfully submitted,

M. N. KLINE, *Chairman.*

[Copy of Pamphlet Issued by Committee on Suits.]

A BRIEF HISTORY

OF THE CASE OF PARK VS. N. W. D. A., WITH COPY OF THE
OPINIONS FILED BY THE JUDGES OF THE COURT OF AP-
PEALS OF THE STATE OF NEW YORK, WHEN DECIDING IN
FAVOR OF THE N. W. D. A.

May 13, 1896, the John D. Park & Sons Company obtained from Judge Truax in the Supreme Court of the State of New York at Special Term, a preliminary injunction with an order upon the defendants to show cause why it should not be continued, enjoining them from continuing to carry on the rebate and Detroit plans, and from continuing to spy upon the plaintiff's business and from continuing to issue lists of persons selling to the plaintiff, &c.

June 26, the motion to continue the injunction was argued before the late Judge Leslie Russell.

September 8, Judge Russell continued the injunction in a very modified form, enjoining the defendants from combining together, or with any other person, to prevent the plaintiff from freely purchasing proprietary drugs and medicines or other goods, but not enjoining the defendants from obtaining or imparting in-

formation as to the manner in which the plaintiff conducts its business.

October 13, the order continuing the injunction as modified was entered.

November 16, the plaintiff moved the Court to punish Thomas F. Main, Isaac S. Coffin, R. V. Pierce and E. G. Wells for contempt.

January 18, 1897, this motion was denied by the late Judge Smyth.

July 10, the plaintiff moved for leave to serve an amended and supplemental complaint.

October 1 the motion was granted in part.

October 13 the amended complaint was served.

October 20 the defendants moved to strike out irrelevant and redundant matter from the complaint.

November 16 Judge Pryor granted the motion.

December 31 the plaintiff appealed from the order.

June 11, 1898, the Appellate Division of the Supreme Court of New York modified the order, and as modified affirmed it.

October 15 defendants demurred to the amended complaint.

March 15, 1900, the late Judge Russell sustained the demurrer and vacated the injunction.

May 5 judgment was entered dismissing the complaint.

May 9 the plaintiff appealed from the judgment.

November 9, the Appellate Division of the Supreme Court of the State of New York affirmed the judgment.

July 1, 1901, the plaintiff appealed to the Court of Appeals.

November 13, 1902, the appeal was argued.

April 28, 1903, the judgment was affirmed.

Although the opinion of the Court of Appeals was not unanimous, there was really no difference among the Judges upon any question of law. The majority of the Court thought that upon all the allegations of the complaint the plaintiff had succeeded

only in showing that the defendants were carrying on a system of business adopted out of a regard for their own interests, and not for the purpose of restraining trade or of injuring the plaintiff or anyone else, and that this system was in itself perfectly legal. The minority of the Court on the other hand dissented because they inferred from certain allegations contained in the complaint that the defendants had combined to injure the plaintiff and to restrict competition, and that therefore their acts were illegal.

It must be borne in mind that the case went off upon what is called in law a "demurrer"; that is to say, the defendants admitted for the purpose of argument, every statement of fact contained in the complaint. So that the decision is the more favorable because it is a decision upon a statement of the plaintiff's case by his own counsel, presumably in the best possible form that he could put it.

If the defendants had put in an answer and the true facts had been proved upon a trial, it is confidently believed that there would have been no difference of opinion whatever among the Judges as to the legality of the Rebate and the Detroit Plans.

The opinions which were delivered are as follows:

JOHN D. PARK & SONS COMPANY, a Corporation Organized under the Laws of the State of Kentucky, Appellant, *v.* THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION ET AL., Respondents. Decided April 28, 1903.

APPEAL from a judgment of the Appellate Division, first department, affirming a final judgment sustaining demurrers to plaintiff's complaint.

Henry T. Fay for appellant.

Henry Galbraith Ward for respondents.

HAIGHT, J. The question presented for review is as to whether the complaint states facts sufficient to constitute a cause of action.

The relief sought by the plaintiff is an adjudication that the resolutions, agreements, plans and modes for the conducting of the business of the sale of proprietary medicines by the National Wholesale Druggists' Association are illegal and that an injunction issue restraining the members of the Association from continuing to make efforts to induce any manufacturer or proprietor of what is known as patent or proprietary medicines from adopting the rebate or contract plan for the sale of their goods or of continuing such plan if they have previously adopted the same.

The complaint is very voluminous and I have not attempted to give even a fair synopsis, for that would necessarily cover many pages, and I have not deemed it necessary, for it appears to me that the rights of the parties must depend upon a few controlling facts which may be briefly stated.

It appears from the allegations of the complaint that the matter in controversy has reference to the sale by manufacturers of those particular medicines or remedies covered by trademarks, copyrights or patents which secure to the manufacturer or proprietor the exclusive right to manufacture and sell the same. These medicines are known as "proprietary goods" and their manufacture and sale are confessedly under the control and management of the owner or manufacturer, who may fix his own price and adopt such plan for the sale thereof as he, in his judgment, may determine. At one time the sale of these goods was largely made through traveling sales agents who worked upon commissions and supplied the goods to the consumer or retailer. Later on they were sold largely through the druggists, but many of the manufacturers did not maintain a uniform price. They would supply goods to some of the wholesalers upon more favor-

able terms than to others, thus permitting large dealers to make a profit while a great number of the smaller druggists found the handling of proprietary goods unprofitable. This resulted in the organization of the National Wholesale Druggists' Association, an unincorporated body, which, in 1882 and 1883, represented ninety per cent. of the wholesale jobbing trade of the United States. At a meeting of this Association a plan was devised and adopted for the conduct of the business of the sale of proprietary goods, which was in the form of a petition addressed to the proprietors asking them to fix a uniform jobbing price for fixed quantities, and also a selling price by the druggists which they were to agree to maintain and that the druggists should be allowed the difference between the jobbing and the selling price as their profit or rebate which they asked should be not less than ten per cent., the proprietors defraying the expenses of boxing and freight to the nearest transportation station of the buyer. It is alleged that a large number of the proprietors consented to this arrangement and adopted the plan suggested by the wholesale druggists. And this mode of conducting the business appears to have been continued until the December meeting of the Association in 1893, at which time a Committee, to whom the Detroit plan, so called, had been referred, reported, among other things, the following: "That in order to strengthen and render this plan more effective it is respectfully recommended that proprietors accept orders for full quantities with rebate discount only from regular houses recognized as belonging to the number who will faithfully observe the prices and conditions established by the manufacturers." This appears to have been adopted and was acquiesced in by the manufacturers and became the plan under which the business was conducted at the time this action was commenced.

It further appears from the allegations of the complaint that the plaintiff never acquiesced in this plan of conducting the busi-

ness, but always insisted on its right to sell proprietary goods at such price or prices as it saw fit, in its discretion, and would not be bound by the price established by the manufacturers; that thereupon the manufacturers refused to sell or ship goods to the plaintiff, and it was compelled to procure goods from other druggists; that the National Wholesale Druggists' Association caused the plaintiff's premises to be watched by spies or detectives, and that they made reports to the manufacturers of the druggists who purchased goods of the proprietors and caused them to be delivered at the plaintiff's premises, and that the Association also furnished the manufacturers with a list of all of the druggists throughout the United States who were willing to be controlled by the contract plan. The complaint then alleges that the defendants "were combining and conspiring to obtain an exclusive control of the wholesale and jobbing trade, as between the manufacturer and the retailer, in all classes of patent medicines or proprietary goods; and to regulate and control the methods upon which the said trade shall be carried on throughout the entire United States, and to control the prices at which, and the discounts, allowances for freight and the terms of credit upon which the said proprietary goods shall be sold to the various retail druggists throughout the United States; and to destroy and prevent any and all competition between the said wholesale and jobbing druggists in the wholesale and jobbing trade in said proprietary goods, and limit and restrict the business of each of the wholesale and jobbing druggists, or such of them as are in one locality, to certain exclusive territory tributary, or proximate, to each of them respectively."

The demurrer is an admission of the facts alleged, but not of the conclusions of law. The allegations just above quoted, I understand to be the conclusions of law drawn from the allegations of fact alleged in the complaint, and are not therefore, admitted by the demurrer. It, therefore, becomes necessary to

determine whether the plan for the conducting of the business for the sale of proprietary goods, adopted by the Association and which it requested the proprietors or manufacturers to adopt and carry out, is lawful. The question thus presented is of considerable importance. The plan, as we have seen, in its substantial features, has been in operation in the vicinity of twenty years and in its final completed form nearly ten years. This plan, as I understand, is not one confined to the sale of proprietary medicines, but is one that has been adopted by many manufacturers of merchandise or other goods where manufacturers have established a trade-mark and have gained a reputation which they wish to maintain throughout the country for character, quality and durability of the goods which they manufacture. They have, consequently, established prices at which their goods shall be sold to the consumer and require all wholesale and retail dealers to supply the consumer at the price list established. The decision, therefore, reached herein may largely affect the plan of conducting business in other articles of commerce.

It is said that the National Wholesale Druggists' Association was organized and continued for the purpose of monopolizing and controlling the business of the wholesale druggists and jobbers in the sale of proprietary or patent medicines in the United States. The Association, doubtless, was organized and continued for the purpose of devising and procuring to be carried into effect a plan for the sale of such goods throughout the United States, which would do away with the necessity of maintaining traveling sales agents and which would secure to the dealers a uniform commission for the handling of the goods, but I do not understand that this was the establishing of a monopoly on the part of the members of the Association; for, under the plan adopted, every dealer has the right to purchase goods from the manufacturers upon the same terms as the members of the Association, with the right to the same rebate or commissions upon

complying with the requirements of the manufacturers with reference to following their price list in making sales of goods. The members of the Association clearly had the right to work for their own interests; they had the right to devise and adopt a plan for the conduct of the business in which they could make a commission or a profit, so long as they did not unlawfully interfere with the rights of others. They had the right to petition the manufacturers to adopt the plan devised by them and to support their petition with all of the arguments and persuasions that they could bring to bear, so long as they did not resort to threats or intimidation. The proprietors, having the exclusive right to manufacture and sell their goods, had the right to adopt such plan with reference to the disposal thereof as they saw fit, and if they became convinced that the contract or rebate plan, so called, was more advantageous to them and more fair and just to the public, by establishing a uniform price in all sections of the country, they had the right to adopt the same and no one could complain.

Nor does the plan appear to me to be in restraint of trade. It is true that it does away with the competition among dealers as to prices, but it creates no restriction upon them as to the quantities that they may be able to sell or the territory within which they may confine their transactions; but upon the question of prices we must bear in mind that the goods are covered by patent rights and trade-marks, which give the proprietors the exclusive right of specifying prices at which the articles shall be sold, and following this, the right also to require dealers to maintain the prices specified. The plan does not operate to restrict sales in any localities, but contemplates a ready method of distributing the goods throughout the entire country. It is, in effect, the creating of an agency on the part of the proprietors, by which every druggist throughout the United States may re-

ceiving the goods and dispose of them as agents of the principal, receiving the commissions agreed upon therefor.

Is this plan against public policy? An active competition and rivalry in business is, undoubtedly, conducive to the public welfare, but we must not shut our eyes to the fact that competition may be carried to such an extent as to accomplish the financial ruin of those engaged therein and thus result in a derangement of the business, an inconvenience to consumers, and in public harm. While public policy demands a healthy competition it abhors favoritism, secret rebates and unfair dealing and commends the conduct of business in such a way as to serve all consumers alike. That this is the tendency of modern times is evident from the recent discussions and legislation upon the subject of interstate commerce. One of the cardinal and chief principles of the plan adopted is the establishing of a uniform price by proprietors which necessitates the service of all persons alike throughout the United States, the proprietors subjecting themselves to the extra expense for freight, etc., in remote sections of the country. I can discover nothing in this which is detrimental to the public policy of the country. The right would certainly not be denied to the manufacturer of a given remedy to adopt the rule that he would only sell it to the jobbers of the country at a certain long price and would not allow a discount of ten per cent, where they refused to maintain his price. In other words, the manufacturer says to the jobbers of the country, I manufacture a medicine that I will sell for one dollar a bottle, and it is my desire that it shall be sold at that price per bottle throughout the country. If you will take consignments of this medicine from me, billed to you, at that price per bottle, I will allow you a rebate of ten per cent., and if I find that you are selling at a lower price than billed to you, I will allow no rebate. If this arrangement is not satisfactory to you, I prefer to keep my manufactured stock on hand.

These are the only conditions under which I will ship my manufactured article.

Surely, there is nothing in this approaching restraint of trade or the violation of the principle of public policy. It is simply allowing a man to do what he will with his own.

I do not understand that the complaint charges that the manufacturers were compelled to adopt the plan by reason of threats or intimidation on the part of the members of the Association. It is true that the complaint contains the allegation repeated a number of times, to the effect that the proprietors or manufacturers were prevented from selling the plaintiff proprietary goods, for the reason that they wished to protect themselves "with the wholesale and jobbing druggists." And, also, that at one of the meetings of the Association the Committee on Proprietary Goods reported that with a few exceptions the proprietors of all the prominent proprietary medicines had adopted the contract or rebate plan for the sale of their goods, and then concluded its report with the recommendation "that continued and untiring opposition be shown to the sale of the articles of those proprietors who do not adopt said contract or rebate plan for the sale of their goods, or who withdraw from the plan." There is no allegation, however, that this resolution was served upon the proprietors or was otherwise presented to them. The first allegation alluded to does not, as I understand it, amount to a threat when taken in connection with the other allegations of the complaint with reference to the plan devised for the conduct of the business. The proprietors might well deem it to be for their best interests to act in accord with the wishes of the druggists rather than those of the plaintiff. As to the second allegation, untiring opposition was to be continued against the sale of articles of proprietors who did not accept the contract plan, or, in other words, to the sale of proprietary goods under the old system. I do not understand that by this

allegation it was intended to charge that the plan adopted prohibited druggists from dealing with proprietors or manufacturers who did not adopt the contract plan with reference to the sale of proprietary goods, for, under other allegations of the complaint, it appears that the failure of a manufacturer to adopt the plan simply left his goods upon the unrestricted list, for which druggists could contract in such manner as they saw fit. This is apparent from the resolution adopted by the Association at its Washington meeting in 1890.

Is there any boycott of the plaintiff? It is true many of the proprietors refused to sell to the plaintiff proprietary goods except at the long price, which I understand to be the selling price. They have refused to allow its commissions or a rebate upon the goods purchased, but this refusal is based upon the ground that the plaintiff refused to sell at the prices fixed by the proprietors. The plaintiff can, at any time, avail itself of the right to purchase upon the contract plan by complying with the requirements of the proprietors. The reply made by one of the proprietors to a letter of John D. Park & Sons under date of January 25, 1889, annexed to and made a part of the complaint, answers this question so completely that I here repeat it: "We think you are in error in calling the action of the Association, or the action of any one of its members, 'boycotting.' A boycott means to refuse to sell or do business with a concern, and to prevent anybody else from doing business with a concern on any conditions. This is not the attitude of the Association with you. The Association has implored you over and over again to abide by your contracts and sell goods as your neighbors do, and you have distinctly defied them and told them that you would do just exactly as you liked. There is no 'boycott' in this, good friends, and nobody knows it better than you do; and you also know that, even if you choose to call it a boycott,

you can end the boycott in twenty-four hours by simply agreeing when you sign a document that you will keep it."

Complaint is made with reference to the watching or spying upon plaintiff's business. All there is of this is the watching for the purpose of determining who the druggists were that furnished the plaintiff with proprietary goods in violation of the contract plan under their agreements with the proprietors. I think there is nothing in this calling for the intervention of a court of equity. The whole success of the plan adopted for conducting the business depended upon the faithful observance of the contract of the druggists with the proprietors, for whom they were acting as agents. If one could be permitted to violate his contract it would seriously prejudice all the dealers who lived up to the provisions of their contract and carried it into execution in good faith. As was said in the letter of Parke, Davis & Co., to plaintiff's predecessor, under date of February 12, 1889: "The contract in force between us and the members of the Wholesale Drug Association during the three years prior to 1887 was objectionable to many because of the opportunities offered to those so disposed for an evasion of its provisions; thus, those who lived up rigidly and honestly to their agreement were made to suffer for the benefit of those disposed to regard their agreement and promises simply as a means for taking advantage of others who fulfilled their agreements."

I am, thus, brought to a consideration of the reasons for objecting to the plan by the plaintiff. As stated in the allegations of the complaint they are as follows: "That all of the said manufacturers and proprietors who have adopted the said rebate or contract plan for the sale of their respective proprietary goods were persuaded to adopt it entirely by the representation of the benefit which would accrue to the majority of their distributing agents or vendees, the wholesale and jobbing druggists, *who were unable to handle the goods as cheaply as*

the few who could command large capital." It is also alleged that the firm of John D. Park & Sons and this plaintiff since its organization, before the happening of the matters alleged in the complaint, had made large purchases as wholesale and jobbing druggists, of the proprietary goods of all or nearly all of the various manufacturers, and had it not been for the happening of the matters set forth in the complaint it would have continued to make large purchases as wholesale and jobbing druggists of such goods and would have been an active and constant competitor of all the other wholesale and jobbing druggists in the United States. The meaning of these allegations is obvious. It is that the plaintiff or the firm of John D. Park & Sons, of which the plaintiff is successor, could command large capital, and by reason of this they could purchase proprietary goods in larger quantities and more cheaply than the other wholesale and jobbing druggists, and that by reason of the adoption of the contract plan the plaintiff was unable to so do. Under the contract plan the prices of these goods were made uniform for fixed quantities, and dealers possessing large capital and thereby enabled to purchase in large quantities could not purchase for a less sum than the ordinary wholesale and jobbing druggist, and not being able to purchase for a less sum could not handle the goods more cheaply. The situation is not new. It is one to which the attention of the public has been frequently drawn in recent years. The great merchants possessed of large capital will persuade and induce manufacturers to sell to them more cheaply in consequence of their taking large quantities, and thus they are enabled to undersell and drive out of business the small merchants in their vicinity. I am not here going to question the right of the big fish to eat up the little fish, the big storekeeper to undersell and drive out of business the little storekeeper, but I do believe that the little fellows have the right to protect their lives and their business, and if they can

by force of argument and persuasion induce manufacturers to establish a uniform price for fixed quantities so that they can purchase as cheaply as the great merchants and thus compete with them in the retail trade, they have the right to do so, and that no court of equity ought to interfere and restrain them from the exercise of this privilege.

The authorities have been largely discussed by my associates. I do not understand that we widely differ with reference to the law. Our chief controversy appears to arise out of the different conclusions to which we have arrived with reference to the allegations of facts contained in the complaint.

The judgment should be affirmed, with costs.

PARKER, Ch. J. It does not seem to me that this case comes within the principle of the *Union Blue Stone Co. Case* (164 N. Y. 401), the *Berlin & Jones Envelope Case Co.* (166 N. Y. 292) and kindred cases—and I am not without some acquaintance with those cases, inasmuch as the judgment affirmed in the first case was directed by me at Circuit, and the opinion in the last written by me. Nor is there any case in this court, so far as we have found, precisely analogous, but the principle underlying the decision in *National Protective Association v. Cumming* (170 N. Y. 315) is applicable for reasons which I shall, as briefly as possible, suggest.

It will be observed that this is not a case where the manufacturers have combined for the purpose of raising prices to the consumer of the remedies they manufacture, nor does it appear that it is the object of the wholesale dealers, who form the aggressive part of this Association, to increase the price to the consumer. If the object be to raise the price to the consumer and thus increase the profits of the manufacturer and the agency by which he passes his goods on to his retail dealers, then it may well be that it is void because in restraint of trade within

the principle of the *Union Blue Stone Co.* case and the *Berlin and Jones Envelope Co. Case* (*supra*), notwithstanding the impression that there may be in some judicial minds, and possibly in others, that proprietary remedies are not entitled to be classed among the necessities of life. The phrase "necessaries of life," as used in connection with the subject of restraint of trade, must certainly be regarded as broad enough to include articles of which the public consume \$60,000,000 worth in a year.

The object of this Association, however, is not to fix prices at which the manufacturer's goods must be sold. It attempts no restraint whatever upon the manufacturer in making prices. He may lower or increase the price at his pleasure. In that respect he is precisely as free as he was before the Association was formed and he became a member of it. He may name the price which the consumer shall pay for his article now as he could then, which means that he can both make the price and enforce it by contract. (*Garst v. Harris*, 177 Mass. 72; *Fowle v. Park*, 131 U. S. 88; *Walsh v. Dwight*, 40 App. Div. 513.)

That being so, the query naturally is, What restraint does the Association put upon the manufacturer and what can be the purpose of this Association which does not seek an increased profit at the expense of the masses?

The answer, as I read the complaint, is that the distributing agencies—the wholesale dealers—by which the manufacturer's goods are passed on to the retailer, where the public may obtain them, have been taught by experience two things: *First*. That manufacturers have favorites to whom they will give a larger rebate than to wholesale dealers as a class, and generally the favorite is the person or corporation buying the greatest amount of goods as strong firms or corporations like this plaintiff with a business of such dimensions that it claims damages in this case of one-half million dollars. *Second*. That there are wholesale dealers who for the purpose of getting clients away from their

competitors will give them some part of such extra rebate. To remedy this difficulty was the leading object of the Association, and it was thought to be accomplished by placing all the wholesalers upon an equality so that one should have no advantage over the other in dealing with retail dealers, a result which seems altogether desirable, because it is in the line of fair dealing.

Indeed, the principle which they undertake to secure in this case by contract, is like that which the Sherman Act attempted to secure in part, namely, equal freight rates to all interstate commerce shippers from common carriers. Before that act was passed the claim was made, and evidence was adduced in support of it, that rebates of such magnitude were allowed in occasional instances to favorite shippers that it contributed largely, if not entirely, towards driving others out of business, which was deemed so against public policy that Congress set about placing all parties on an equality as to the cost of shipping goods by interstate common carriers. Assuming, as we must, that this legislation was along proper lines for the purpose of protecting the principle of competition at a point where it seemed to be open to attack, it necessarily follows that it is in accord with public policy that these wholesale dealers may attempt to secure to themselves by contract like fair dealing on the part of the manufacturers, namely, that the rebate from the latter's "long prices" which the manufacturer allows as compensation to the wholesaler for distributing the goods to the retailers, shall be alike to all of them.

Before this Association was formed, the complaint alleges, there was no fixed rebate, so that the manufacturer could and did allow to some a greater rebate than he did to others, and that such a course of dealing might operate to enable one wholesaler to profit greatly at the expense of the others goes without saying. These agencies for distribution between the manufac-

turer and the retailer, called the wholesale dealers, set about protecting themselves against what they deemed unfair competition which resulted to them when a manufacturer saw fit to give some one dealer a much larger rebate than he allowed to them as a class.

After forming the Association they adopted, first, what is called in the complaint the *rebate plan*. By that plan the proprietor fixes the price of his article known as the "long price" and agrees to pay expressage and cartage to any point from which it may be ordered. The result is that if the long price is one dollar, the article is sold to the consumer at exactly that price in all parts of the country, which is very important to the proprietors, as they view it; and it must be borne in mind steadily that it is settled by authority that the proprietor of patent medicines has the right to fix the price at which his article shall go to the consumer, and a druggist who takes his articles for sale under an agreement that he will maintain the price is liable to respond in damages if he violates the contract. (*Garst case and others, supra.*) This plan was found to be insufficient to accomplish the desired result because distributors violated their contracts to sell at the "long price."

The *Detroit* plan was then devised, and all the proprietors were to sell their goods only to wholesale or jobbing druggists and not to the retail trade, and the Committee on Proprietary Goods, which was composed of wholesale druggists, members of the Association, agreed to furnish proprietors lists of wholesalers who could be depended upon to keep their contracts, and *cut-off lists* of dealers who did not keep their contracts or who bought as a mere cover for dealers who were known not to keep their contracts. Under this plan every wholesaler is at liberty to buy all the goods he chooses of the manufacturers and can secure the same rebate as any member of the Association, but he has to agree to the plan and he has to keep his agree-

ment. This the plaintiff refuses to do, and, under the agreement which the manufacturers have with this Association, they are not at liberty to give plaintiff the benefit of the rebate rate which they give members of the Association, so long as he insists upon it that he will not abide by the rules of the Association. He can have all the goods that he wishes provided he pays "long prices" for them, but he can not buy goods of the manufacturers who belong to this Association at any less than the "long price"; in other words, he can not get the benefit of the rebate unless he will agree to come in and be bound by the rules of the Association.

Wholesalers of whom complaint is made are not, therefore, attempting to prevent plaintiff from enjoying all the opportunities for profitable trade which they enjoy, for they have invited him to become a member, indeed, have urged him to do so, and assured him in common with them of every advantage which they possess; but they *do* attempt to prevent him or any other dealer from making uncertain in its rewards, if not wholly unprofitable, the business of distributing proprietary articles among retail dealers.

Plaintiff once attempted to do business in accord with the Association, but apparently reached the conclusion that it would be more profitable to him in the end to deal independently, and so he refused longer to be bound by the rules of the Association, and, hence, the strife between the Association and plaintiff which has culminated in this suit, plaintiff seeking to get the benefit of the same or a larger rebate than the members of the Association without being bound by its rules, and the Association doing its utmost to persuade the manufacturers not to give him the benefit of the rebate so long as he continues to oppose the policy of the Association.

The position of the respective contestants is not far different, it will be seen, from that of the parties to the action of *Nat.*

Protective Assn. v. Cumming (supra). Each is striving as against others to help itself or himself, and the question is here, as in that case, whether defendants in taking such action as they did to prevent plaintiff from getting the business they wanted are violating any rule of law. The wholesale dealers had the right to contract to secure such amount of rebate from the manufacturers as would reasonably compensate them for their services in distribution, together with the money invested. It is not claimed that the rate of compensation agreed upon was unfair, and if there could be such complaint it is difficult to see who could make it except the manufacturers themselves, and they do not. It was clearly legal for any one of the wholesale dealers to sign the agreement and to bind himself to sell at such prices as the manufacturer of the article should see fit to name as the selling price; the right to fix the price belonging to the manufacturer it was proper for the wholesaler to agree to recognize that right and govern himself accordingly. He had the right to insist that in consideration of his performing those conditions, in accordance with the wishes of the manufacturer, the latter should not give to other dealers the rebate provided for members of the Association unless such dealer should agree to be bound by the same conditions the members of the Association took upon themselves; and he had a right to agree that in order to secure the due carrying out of the agreement according to the spirit thereof he would furnish to the manufacturer such evidence as he might secure from time to time tending to show that members of the Association were directly or indirectly violating its rules, and that which he could do alone, he and they could do as members of the Association, provided of course their coming together did not operate against the rights of the general public, but as against other selling agents like themselves, no other public interest being affected, there could be no doubt of their right to agree with each other to do what any of them

could do alone so long as the motive was proper. The members of the Association not only had the right to inform the manufacturers about those members within it and the dealers without it who were violating the plans agreed upon, but they also had the right to take such legitimate and honorable means as were within reach to ascertain what persons were violating the rules, and to give notice of it to all of the members of the Association. But that course operated, says the plaintiff, in effect to deprive me of the opportunity of buying goods on terms as favorable as the defendant wholesale dealers bought them. True, but it may be answered that you *could* buy them on the *same* terms as the members of the Association, which terms contain conditions governing the sale and the conduct of the members. Instead, you prefer to take the business chances to be found outside of the Association, and, before the courts will help you, you must show that the plans of the Association, or its conduct under those plans, are unlawful as against you.

The position attempted to be taken at this juncture by the plaintiff is, that granting the plans which the members of the Association adopted were legal, nevertheless the wholesale dealers can be proceeded against in this suit, because they compelled some or all of the manufacturers against their will and inclination to refuse to sell their goods to plaintiff by threats, intimidations, blacklisting, and other unlawful acts of the Association. This language has a formidable sound, but subjected to the same analysis as was given to the word "threats" in the connection in which it was used in the *Nat. Protective Association Case* (*supra*) it will prove to be without force. There are no threats alleged in this complaint on the part of defendants to do anything except that which they have a right to do, if the views so far expressed be sound, and we said in that case, and it is proper to repeat here, that a man may threaten to do that which the law says he may do, provided that, within the rules laid down

in certain cases therein cited, his motive is to help himself. If there be any other "intimidation" of manufacturers than that to be found in the agreements and written plans of this Association and the steadfast purpose on the part of its members to carry them out according to their letter, it is not to be found in the complaint. The term "blacklisting" refers to the course of defendants in notifying the trade in effect that the plaintiff is outside of the Association, and prefers to stay out of it rather than be bound by the rules and regulations which other members of the trade regard as fairest and best to all, and insisting that the penalties of such a course shall be meted out to him, namely, that he shall not be allowed any rebate upon any of the manufacturers' goods so long as he shall retain that position. The facts alleged by them are true. The notification is a part of the plan agreed upon by all, and the plaintiff courted it rather than do business on the same basis as his competitors, who together handled about 90 per cent. of the proprietary articles sold.

The plaintiff's characterization of the acts of the defendants do not establish a cause of action against the defendants if the acts themselves do not, and clearly their acts do *not*, inasmuch as they are not aimed at preventing the plaintiff or any one else from participation in the trade to the same extent and on the same basis as themselves, but are intended simply to prevent plaintiff and others from enjoying the same or greater rebates than they get without bearing the burdens which they assume as a condition of receiving them, unless it may be said that the fact that they have agreed upon a basis of transferring the goods from the manufacturer that insures only reasonable profit and security to them as distributing agents is illegal and void. And this would seem to be impossible in view of the fact that the wholesale dealers have not secured the authority to, nor attempted to, restrict either the price or the quantity sold of the goods dealt in. One of these elements has always been present in the cases of the past in this

State, in which it has been held that there existed a combination in restraint of trade, which was against public policy and void.

It will be seen, therefore, that this is a controversy between opponents in business, neither side trying to help the public. Nor will the public be the gainer by the success of either. The motive behind the action of each party is self-help. It is the usual motive that inspires men to endure great hardships and take enormous risks that fortune may come. In the struggle which acquisitiveness prompts, but little consideration is given to those who may be affected adversely. Am I within my legal rights? is as near to the equitable view as competitors in business usually come. When one party finds himself overmatched by the strength of the position of the other, he looks about for aid. And quite often he turns to the courts even when he has no merit of his own, and makes himself for the time being the pretended champion of the public welfare in the hope that the courts may be deceived into an adjudication that will prove helpful to him. Now, while the courts will not hesitate to enforce the law intended for the protection of the public because the party invoking such protection is unworthy, or seeks the adjudication for selfish reasons only, they will be careful not to allow the process of the courts to be made use of, under a false cry that the interests of the public are menaced, when its real purpose is to strengthen the strategic position of one competitor in business as against another.

I concur with Judge Haight. The judgment should be affirmed with costs.

MARTIN, J. (dissenting). I am unable to concur in the opinion of the learned Appellate Division or in the conclusion reached by a majority of this court. The demurrers to the amended complaint were sustained, both at the Special Term and in the Appellate Division, upon the ground that the complaint did not state facts sufficient to constitute a cause of action, although apparently for different reasons. Several of the defendants stated, as

additional grounds of demurrer, that the court had no jurisdiction over them, and that it had no jurisdiction of the subject of the action. The latter grounds were not considered or passed upon by either court, and obviously can not be sustained.

The amended complaint was served in September, 1898. The defendants demurred, and the issue arising upon such demurrers was decided by the Special Term in May, 1900, and subsequently the final judgment was entered. The complaint is exceedingly lengthy, containing about one hundred and fifty pages and about six hundred folios. The labor necessary to a careful analysis of the multifarious allegations in this lengthy complaint is well nigh appalling, and would naturally provoke a desire to avoid it if possible. But as the case is important, affecting not only the parties to this particular litigation, but involving a principle which affects the general public, its dealings in a large class of merchandise, the legality of monopolies organized to prevent competition in articles in common use, and the right to employ as a means to secure that end the boycotting or intimidation of persons engaged in the same general business, our duty demands the performance of that labor, however burdensome. Therefore, although it is impossible within the limits of this opinion to state all the material allegations of the complaint, yet a brief statement of the general and most material, including a general outline or history of the transactions upon which it is based, is quite essential to an understanding of the case.

The plaintiff is a Kentucky corporation, and its principal place of business is in Cincinnati. Its business consists of the manufacture of proprietary articles or patent medicines, the purchase of the same class of articles from other manufacturers, and in selling such goods to retail dealers. Before the acts complained of its trade was large and profitable. The defendant Association was organized in 1876 under the name of the Western Wholesale Drug Association. Its name was changed in 1882, and it is an un-

corporated association. It consists of active and associate members. The former are wholesale and jobbing druggists, and druggists who also own and manufacture certain proprietary goods, who alone comprise the active members of the association. Proprietors of proprietary articles who only manufacture and sell their own goods, and manufacturers of chemical or pharmaceutical preparations not interested in proprietary goods, constitute the associate members, but have no control or voice in the business or affairs of the Association. The active membership includes at least two-thirds of the wholesale dealers in the United States, who control more than 90 per cent. of the wholesale and jobbing trade. Formerly patent medicines and proprietary articles were sold by the manufactureres through agents who received a commission for their compensation. The trade, however, is now almost exclusively carried on through wholesale dealers and jobbers. The rebate or discount allowed to the wholesale dealers constitutes their profit. Before the acts complained of the discounts or commission allowed by manufacturers were not fixed or uniform, nor was the custom as to delivery and charges allowed, in all instances, the same, and there was then an active competition between the various wholesale dealers. With this situation and method of transacting the business the manufacturers were content, but the wholesale dealers and jobbers were dissatisfied. In March, 1876, the Association adopted a schedule of prices at which proprietary goods should be sold by each wholesale and jobbing druggist, and they were to be sold at the prices thus established without competition. Afterwards, and in 1882, the Association adopted a plan under which the manufacturers were to be required to sell their goods. By it there was to be a contract between the manufacturer and buyer, in accordance with which the latter was to maintain certain prices, fixed by the proprietor, the articles to be charged and invoiced at the full jobbing prices, the difference between the proprietor's price and the jobber's to be allowed to the buyer, pro-

vided he entered into a contract to maintain prices, the rebate to be not less than 10 per cent., and wherever sent the manufacturers to pay freight on all the goods sold.

In October, 1883, the Association, by its active members, declared its purpose to pursue a continued and untiring opposition to the sale, by its members, of articles of such manufacturers as should not adopt its plan, or, having adopted it, should withdraw therefrom. Thereupon many of the manufacturers, at the solicitation of the officers, active members and agents of the Association, adopted its plan, until nearly all the manufacturers in the United States were induced by the Association to do so. This was procured entirely by the representation of the Association as to the benefit which would accrue to the majority of their distributing agents or vendees who were unable to handle the goods as cheaply as the few who could command large capital, and the manufacturers were compelled to adopt it to protect themselves against the Association and its active members, who constituted a great majority of their customers. All the active members of the Association agreed and bound themselves to buy goods only of manufacturers who adopted the rebate plan, and not to cut or vary prices, save by the discounts and terms of credit mentioned in the contract. The manufacturers who adopted this plan have adopted substantially the form of contract required by the Association, except in States having anti-trust laws, where written contracts are not required, but the purchaser is required to make a verbal agreement to the same effect or to send letters agreeing thereto. The manufacturers who adopted that plan were compelled to do so to protect themselves with the wholesale dealers. The latter have bound themselves to give to retailers who are their customers only the terms of credit and discounts fixed by the contract, and not to pay freight or to deliver the goods. The active members of the Association are combining and conspiring to obtain an exclusive control of the wholesale and jobbing

trade, as between the manufacturer and the retailer, in all classes of patent medicines or proprietary goods; to regulate and control the methods upon which such trade shall be carried on; to control the prices, discounts, allowances for freight and terms of credit upon which such goods shall be sold to the various retail druggists throughout the United States, and also to destroy and prevent competition between the wholesale and jobbing druggists in the sale of such medicines or goods, and to limit and restrict the business of each of the wholesale dealers, or such of them as are in one locality, to certain exclusive territory, tributary or proximate to each.

Prior to the matters set forth many of the wholesale dealers were purchasers of goods of the plaintiff, and but for the action of the Association would now be. Before its action the plaintiff was a large purchaser, as a wholesale dealer, of nearly all the manufacturers of such goods, especially of those who have adopted the plan of the Association, and would have continued but for the matters stated in the complaint. The plaintiff, so far as able, always has been an active competitor in the wholesale and jobbing drug trade, and has refused to combine and conspire with the defendants for the control of the trade and the destruction of competition therein, or to restrict its business to a limited territory. It has sold the goods of all the manufacturers at such prices and upon such terms as to credits, discounts, allowances for boxing, cartage and for freight as it deemed advisable. The active members of the Association now claim that the manufacturers are bound not to sell to any wholesale dealer except upon the terms and conditions imposed by the Association, nor unless he signs such contract. They also claim that any person who purchases of a rebate manufacturer, unless he complies with the terms of the contract, is not to be trusted or allowed to handle the goods of such manufacturer.

In 1885 a committee of the Association was authorized to, and

called upon, rebate manufacturers to decline all the plaintiff's orders until it was reinstated by that Committee. Thereupon many of them, to protect themselves against the action of the Association, declined to sell goods to the plaintiff. In September, 1886, the Association resolved that no agreement, unaccompanied by the rebate contract, should be considered on the rebate plan, and that where a firm had, by the Committee, been found guilty of violating it, the manufacturers should withhold supplies. Thereafter the Committee, charging the plaintiff with a violation of the plan, sent circulars to that effect to the manufacturers urging them to carry out the wishes of the Association, and sent various letters to the same effect to rebate manufacturers and to others who had not adopted the plan, and the Association, by resolution, also declared that any member who should sell to a dealer whose orders had been declined at the request of the Committee, should be expelled, and thereupon every effort was made to induce all the members of the Association and all the manufacturers to refuse to sell goods to the plaintiff or to any person who would sell it goods. In 1887 it sent out another circular to the effect that any member who supplied goods to a dealer whose orders had been declined at the request of the Committee, was guilty of violating the spirit of his contract and should be expelled, and advised the manufacturers to scrutinize orders coming from unusual quarters, and predicted that the firm now in warfare against the rebate plan could not long continue its methods. After receiving these various notices and resolutions, many of the defendants, both wholesale dealers and manufacturers, refused to sell to the plaintiff, or to any person who had supplied it with goods, and many of them demanded from each customer a contract by which he agreed not to sell to the plaintiff until it should be reinstated.

In 1888 a sub-Committee of three was appointed by the Association with power to order all supplies withheld from any firm or individual whom it found guilty of violating its contracts, until

the Committee should become satisfied that such practices would be discontinued, and to request manufacturers to refuse supplies to any person thus found guilty. The Association also authorized the omission from future official lists of rebate articles, of the goods of such proprietors as should continue selling to violators of the agreement, and gave a Committee power to employ persons to investigate charges against any dealer. Such Committee ordered all supplies of rebate goods to be withheld from the plaintiff, sent a circular to each manufacturer calling upon him to comply with such order, and many of such manufacturers thereafter refused to sell to the plaintiff, being compelled thereto to protect themselves against the Wholesale Dealers' Association and its active members. The Committee also made efforts to ascertain from whom the plaintiff purchased supplies, and employed detectives for that purpose, who spied upon the plaintiff's business and reported to the Committee the names and places of business of persons shipping it goods. It thereupon sent, and is about to continue, sending circulars to manufacturers and wholesale dealers, known as "cut-off lists," containing the names of persons reported as selling to the plaintiff, and it thereupon made efforts, and is about to continue its efforts, to induce manufacturers not to sell to persons on such cut-off lists, and by reason thereof many manufacturers have refused to sell to persons thereon.

In 1893 the Association adopted the Detroit plan, by which it required the manufacturers to compel the purchasers of their goods to accept a contract to become selling agents, to take the goods in fixed quantities, and in consideration of their maintaining fixed selling prices and complying with all the regulations of the Association they were to receive a fixed per cent. for selling and a fixed discount for cash, the manufacturer to pay the freight, the prices not to be cut, and, if cut, the agency to be withdrawn and all other agents notified not to sell them, and the manufacturers to sell only through selling agents. It then provided for the organization of a

similar Association in each town, which was to be given a list of all rebate goods. Thereafter the manufacturers were in effect required to submit full lists of all their customers to the Association.

In December, 1893, the Committee sent a circular to manufacturers and wholesale dealers, asking the former to furnish it a list of all their customers, and with this circular was a list of all persons who were entitled to purchase rebate goods, which did not include the plaintiff or persons selling to it. Thereupon many rebate proprietors, at the instance of the Committee, agreed to confine their sales to the persons named on the lists, refused to allow to others any rebate, allowances or discounts, and furnished the Committee with full lists of their customers not named on the list, from whom they received orders for any of their goods. The Committee is making every effort to ascertain what manufacturers are still selling to the plaintiff, and is employing detectives for that purpose, who watch and spy upon shipments made to the plaintiff and report the names of rebate manufacturers who are selling it goods. Similar action on the part of the Committee was continued through 1894 which directly pointed to the business of the plaintiff, and the Committee was authorized to continue its aggressive work against those who should not comply with the rules of the Association, and funds were provided for that purpose.

In October of that year circulars were sent by the Association to all manufacturers and wholesale dealers, whether members of the Association or not, embodying the substance of its resolutions, which in effect were a reaffirmance of its intention to uphold its plan; that its Committee should notify its members of the action of manufacturers who, having had their attention called to the matter, continued shipping their goods to the "Cincinnati cutter" (meaning the plaintiff), or to those who supply him, and notify such manufacturers that their articles would be taken from the rebate list, and in publishing the official list of rebate articles issued

by it such names would be omitted therefrom; that the Committee on Proprietary Goods be authorized to continue the aggressive work against cutters inaugurated during last year, and to enable them to do this most effectually, means fully adequate to provide assistance be placed at their disposal. With such circulars, letters were sent for those receiving them to sign, by which they should agree not to ship goods to violators of the contract until they received assurances that such violations were discontinued, and, further, to furnish the Committee with lists of their quantity buyers. Nearly all the wholesale dealers and manufacturers signed and returned such letters to the Committee, being compelled to do this in order to protect their own business. Nearly all the wholesale and jobbing druggists are making, and will continue to make, every effort to induce manufacturers to confine the sale of their goods to the persons named in the list containing the names of persons claimed to be entitled to rebate goods, and all or nearly all the rebate manufacturers have refused to sell goods to the plaintiff, some of them stating that they would like to fill its orders, but that their relations with the Association prevented, and that it would not pay them to antagonize the trade by selling to the plaintiff. The correspondence alleged in or annexed to the complaint shows clearly that many of the manufacturers who formerly sold to the plaintiff were compelled by the Association to forego their own desires and disposition in that respect, and to refuse the plaintiff's orders by reason of the pressure to which they were subjected by the Association and its active members.

The various resolutions, contracts and agreements adopted by such Association to prevent the plaintiff from conducting a wholesale and jobbing business in proprietary goods tended to injure and destroy its business, and the plaintiff's business is being injured and destroyed by the unlawful acts of the defendants. Nearly all the rebate manufacturers who had been willing to sell to the plaintiff or to persons who would supply it, are refusing to

do so, and will refuse unless the acts of the Association and its active members are restrained, and that their acts are such as to irreparably damage the plaintiff's business, and it can not obtain adequate relief at law without a multiplicity of suits.

With other relief demanded, the plaintiff seeks by this action to restrain the Association, its active members, Committees and agents, from making and continuing its and their efforts to prevent the plaintiff from purchasing, and the manufacturers from selling their goods to the plaintiff, by threats, intimidation, or other improper means, from continuing a monopoly of such business, and from performing any act or acts that will impair or destroy competition in the sale thereof.

While this is a meager and brief synopsis of the complaint, and falls far short of containing all the material allegations therein, yet, as it gives a general outline thereof, it is perhaps ample to enable us to consider the general question of its sufficiency. As all the allegations of the amended complaint, as well as all that can by reasonable and fair intendment be implied therefrom, are admitted by the defendants' demurrer, we are presented with the question whether they constitute a cause of action entitling the plaintiff to any relief whatever. (*Marie v. Garrison*, 83 N. Y. 14; *Sanders v. Soutter*, 126 N. Y. 193; *Coatsworth v. Lehigh Valley R. R. Co.*, 156 N. Y. 451; *Standard Fashion Co. v. Siegel-Cooper Co.*, 157 N. Y. 60; *Ahrens v. Jones*, 169 N. Y. 555, 559.) Under the recent authorities, pleadings are not to be strictly construed against the pleader, but averments which sufficiently point out the nature of the plaintiff's claim are sufficient if, under them, he would be entitled to give the necessary evidence to establish a cause of action. (*Rochester Ry. Co. v. Robinson*, 133 N. Y. 242, 246; *Coatsworth v. Lehigh Valley R. R. Co.*, 156 N. Y. 451, 457.)

In determining that question we must assume that the Association was organized and continued for the purpose of monopolizing and controlling the business of wholesale druggists and job-

bers in the sale of proprietary articles or patent medicines in the entire United States, to prevent competition therein, and to compel the payment of greater and uniform commission for the sale thereof. This was accomplished by forming a combination of two-thirds in number of all the wholesale druggists and jobbers in the United States, transacting more than ninety per cent. of all that business, and then by requiring them to refrain from selling such goods for a less commission or a lower compensation than was established by the Association, and to decline to purchase goods of any manufacturer who should refuse to comply with its demands or who refused to transact his own business in accordance with such rules and regulations as the Association had, or from time to time might adopt. Thus, as is usual in the creation of such trusts or monopolies, the purpose of the Association was to be accomplished by a combination to ruin and destroy the business of any manufacturer or wholesale dealer who should refuse to be controlled by the Association in the transaction of his own business.

It is a plain perversion of the complaint to say that it states a claim or cause of action involving merely the right of a manufacturer to sell his goods to whom he will. The question presented by the complaint is whether individuals, firms, or corporations have a right to enter into a combination or conspiracy to prevent manufacturers of patent medicines from maintaining competition with others in the sale of their goods or from selling them in such manner and upon such terms as they shall desire or agree upon with their customers, and in case they do, whether the members of the combination have a right to boycott such articles and the manufacturer as well. That such was the purpose of the Association and that it and its active members have carried that purpose into effect, is plainly alleged and not denied. It is also alleged that any person engaged in the manufacture of such commodities, who does not agree to enter

into the arrangement required by that combination, or does not fulfil such agreement, is to be blacklisted by them and they are to make every effort in their power to destroy his business.

Moreover, the Association maintains a Committee to spy out the business transactions of manufacturers, to ascertain if they sell to the plaintiff or to persons not members of the Association or to persons who sell to others not such members, and if it decides such to be the case to send to practically all the wholesale dealers in the United States a notice in effect requiring them to refuse to deal with such manufacturers, and the penalty to such dealers for refusal is that all the members of the Association will decline to purchase any of their goods.

It is to be observed that the claim of the plaintiff is not that the manufacturers have voluntarily committed any wrongful acts of which it complains, as it is plainly alleged that they desire to sell its goods, and would do so but for the wrongful acts of the Association and its active members. Its claim is that the National Wholesale Druggists' Association and such members have committed the wrong from which it has suffered by unlawfully combining together for the purpose, and by requiring manufacturers to refuse to sell goods to the plaintiff, and by enforcing that requirement by requiring a refusal by all its members to deal in such manufacturers' goods, to procure others to refuse to deal in them, and to publicly advertise such manufacturers as unworthy dealers, and thus injure or destroy their business. It is alleged and admitted that many, if not most, of the manufacturers, have been compelled against their will or inclination to refuse to sell their goods to the plaintiff by threats, intimidation, blacklisting and other unlawful acts of the Association and its active members. From the outset the action of the Association and of its active members has been aggressive, persistent and continuous to ruin or exclude from business any manufacturer or dealer who should sell any of this class of goods to the plain-

tiff or others similarly situated. This scheme was planned, originated, and forced upon the manufacturers by the Association and its active members. The manufacturers did not seek or inaugurate this plan, and adopted it only because they were compelled to do so to protect their business against the acts and threats of such active members, who alone desired its adoption and enforcement to obtain increased compensation, and to maintain prices without regard to the expense of conducting business. Under it the business of the manufacturers was to be and has been controlled by a combination of their customers. It is true that there was reserved to the manufacturers the right to establish a single price at which their goods might be sold, but it must be uniform and fixed without regard to the expense of delivery or the amount of the sale. The right to establish the amount of commissions to be paid and to determine to whom the goods should be sold was withdrawn, and no right was left them to make any agreement on the subject of their own property, or to make any agreement in regard to selling it with any person other than those that were selected by the combination. In other words, the manufacturers were compelled by their customers to surrender to the latter practically all authority as to the manner of the sale of their own property and the selection of their customers, and unless they did their business was to be destroyed.

The foregoing facts are in substance alleged and admitted, and, hence, the question arises whether the Association and its officers, agents, employes and active members by thus interfering with the plaintiff's business, have pursued a course of action that constitutes an invasion of or trespass upon its rights which renders them liable therefor. If this combination was formed to accomplish an unlawful purpose, or if its purpose has been accomplished by unlawful means, the plaintiff who has alleged special damage can maintain an action to recover by reason thereof.

Therefore, in the further discussion of this case we are led

to consider, *first*, whether the purpose for which the combination was formed was lawful; and, *second*, whether it was to be accomplished by lawful means. As to the *purpose* it is obvious from the facts alleged that the conspiracy or combination was formed to restrain trade or commerce, to monopolize the sale of goods in common use and to prevent competition therein. Such being its plain purpose it is equally clear that it was unlawful. From a very early day it has been the policy of this State and most other jurisdictions that free and unrestricted competition in all business pursuits must be maintained, and the business maxim that "competition is the life of trade" has been established and sustained by their courts and legislation. While this principle has not been thus firmly and universally settled without discussion as to whether it does not work a greater hardship than advantage by crushing out weaker competitors and causing disaster to others by reduction of prices, yet, notwithstanding these arguments, the consideration which the question has received has led to the conclusion that public policy requires the continuance and enforcement of the rule of competition as a principle controlling in the business affairs of the various commonwealths. This principle of political economy is not based alone upon the theory that combinations to prevent competition will, of necessity, enhance the price, as there are notable instances where such combinations have, even permanently, reduced the price of articles thus traded in or manufactured, but it is founded upon the theory that such combinations may, as they usually will, enhance the price and also drive small and worthy dealers out of business. In *People v. Sheldon* (139 N. Y. 251, 263), ANDREWS, Ch. J., said: "The question is, was the agreement, in view of what might have been done under it and the fact that it was an agreement the effect of which was to prevent competition * * * one upon which the law affixes the brand of condemnation? It has hitherto been an accepted

maxim in political economy that 'competition is the life of trade.' The courts have acted upon and adopted this maxim in passing upon the validity of agreements, the design of which was to prevent competition in trade, and have held such agreements to be invalid. * * * The gravamen of the offense of conspiracy is the combination. Agreements to prevent competition in trade are in contemplation of law injurious to trade, because they are liable to be injuriously used." The right of the plaintiff to recover in this action does not rest upon the common law alone, as the Revised Statutes provided, "If two or more persons shall conspire to commit any act injurious * * * to trade or commerce, * * * they shall be deemed guilty of a misdemeanor" (4 R. S. pt. 4, ch. 1, tit. 6, § 8, subdiv. 6), and this was re-enacted in subdivision 6 of section 168 of the Penal Code; while subdivision 5 provided "If two or more persons conspire * * * to prevent another from exercising a lawful trade or calling, or doing any other lawful act, by force, threats (or) intimidation * * * each of them is guilty of a misdemeanor." In 1897 the legislature passed an act which provided: "Every contract, agreement, arrangement or combination whereby a monopoly in the manufacture, production or sale in this state of any article or commodity of common use is or may be created, established or maintained, or whereby competition in this state in the supply or price of any such article or commodity is or may be restrained or prevented, or whereby for the purpose of creating, establishing or maintaining a monopoly within this state of the manufacture, production or sale of any such article or commodity, the free pursuit in this state of any lawful business, trade or occupation is or may be restrained or prevented, is hereby declared to be against public policy, illegal and void." (L. 1897, ch. 383, § 1.) That the acts alleged to have been committed by the defendants were injurious to trade and commerce, created a combination to monopolize the sale of articles in common

use, restrained competition in the supply of articles or commodities, and established and maintained a monopoly restricting or preventing trade, is manifest, and, therefore, the combination or conspiracy of the defendants was for an illegal purpose and the acts performed by them under it were also illegal. (*Hooker v. Vandewater*, 4 Denio 349; *Clanecy v. Onondago Fine Salt Mfg. Co.*, 62 Barb. 395; *Stanton v. Allen*, 5 Denio 434; *Leonard v. Poole*, 114 N. Y. 371; *People v. Fisher*, 14 Wend. 9, 14; *People v. Sheldon*, 139 N. Y. 251, 261; *Arnot v. Pittston and Elmira Coal Co.*, 68 N. Y. 558; *Curran v. Galen*, 152 N. Y. 33, 37; *People v. Milk Exchange*, 145 N. Y. 267; *Pittsburg Carbon Co. v. McMillin*, 119 N. Y. 46; *Judd v. Harrington*, 139 N. Y. 105; *Cummings v. Union Blue Stone Co.*, 164 N. Y. 401; *Cohen v. Berlin & Jones Envelope Co.*, 166 N. Y. 292; *Matter of Davies*, 168 N. Y. 89, 101; *United States v. Freight Assn.*, 166 U. S. 290, 322; *United States v. Joint Traffic Assn.*, 171 U. S. 505; *Addyston Pipe and Steel Co. v. United States*, 175 U. S. 211; Beach on Modern Contracts, § 1582; *Richardson v. Buhl*, 77 Mich. 632, 658; *State v. Nebraska Distilling Co.*, 29 Neb. 700, 715; *Craft v. McConoughy*, 79 Ill. 346, 350; *People, ex rel., v. Chicago Gas Trust Co.*, 130 Ill. 268, 298; *Haywarden v. Y. & L. C. Co.*, 111 Wis. 545; *U. S. v. C. & C. Co.*, 46 Fed. Rep. 432.) In *People, ex rel., v. Warden, etc.*, 157 N. Y. 116, 132, PARKER, Ch., J., very properly said: "In this one (jurisdiction) it is well established that the public welfare is best subserved by the encouragement of competition."

It was held in the *Arnot* case that a contract by one producer with another to withhold his supply from the market was against public policy and void; in the *Curran* case that contracts or arrangements with employers, to coerce other men to join an organization, under the penalty of the loss of their positions, were against public policy, unlawful and in conflict with the principle of public policy which prohibits monopolies and exclu-

sive privileges; and in the *Milk Exchange* case that a corporation to fix the price of milk justified a finding that the corporation was a combination, the purpose of which was inimical to trade, and, therefore, unlawful. In the *McMillin* case a combination was entered into for the management and control of the business of manufacturing carbon, by which several corporations combined, the proceeds to be divided in accordance with the contract, and it was held illegal and void. In the *Judd* case an agreement was made for the purpose of suppressing competition in the sale of sheep and lambs, and it was held contrary to public policy and void, and also that the fact that it was entered into for the purpose of protecting those interested from loss by unreasonable competition, made no difference; that the agreement being intended to control the markets, it was invalid, as the public might be prejudiced thereby, and whether they were in fact was immaterial. The *Blue Stone* case involved a contract by which nearly all that kind of stone was to be sold at prices to be fixed and uniform, the sales to be apportioned between the producers, and it was held that it was void in that it threatened a monopoly whereby trade in a useful article might be restrained and its price unreasonably enhanced. In the *Cohen* case there was an agreement between the manufacturers of eighty-five per cent. of the envelopes manufactured in the country and an outside manufacturer, which provided that the selling price of all envelopes manufactured by them should be fixed by a corporate agent, and it was held that the combination threatened a monopoly whereby trade in a useful article might be restrained and, hence, it was invalid. In the *Freight Association* case there was a contract between common carriers which resulted in increasing fare or freight beyond that which would exist if competition was free, and it was held invalid. In *Beach on Modern Contracts* it is said: "Combinations among persons or corporations for the purpose of raising or controlling the

prices of merchandise, or any of the necessities of life, are monopolies, and intolerable, and ought to receive the condemnation of the courts. Monopoly in trade or in any kind of business in this country is odious to our form of government. It is sometimes permitted to aid the government in carrying on a great public enterprise or public work under governmental control, in the interest of the public. But its tendency is destructive of free institutions and repugnant to the instincts of a free people, and contrary to the whole scope and spirit of the Federal constitution." Thus we see that agreements and acts injurious to trade or commerce, combinations to restrain competition in articles or commodities in common use, and monopolies restraining or preventing trade, have, by a long line of authorities, been held to be illegal.

This brings us to consider whether the *means* the Association and its active members employed to accomplish their purpose were lawful. It will be remembered that the means adopted by them were that if any dealer or manufacturer sold goods to the plaintiff or any other person not conforming to the requirements of the Association, all its active members were required to and refused to sell the goods of such manufacturer, procured others to refuse to deal in his goods, publicly advertised him as an unworthy dealer, and thus sought to injure and ruin his business. Thus it was that the members of the Association accomplished their purpose of preventing other manufacturers from selling goods to the plaintiff. Such means were clearly unlawful. (*Temperton v. Russell*, L. R. 715 [1 Q. B. 1893]; *Rourke v. Elk Drug Co.*, 75 App. Div. 145; *People v. Fisher*, 14 Wend. 9, 14; *People v. N. R. S. R. Co.*, 54 Hun 354; affirmed, 121 N. Y. 582; *Steamship Co. v. McKenna*, 30 Fed. Rep. 48; *Casey v. Cincinnati Typographical Union*, 45 Fed. Rep. 135, 146; *Boutwell v. Marr*, 71 Vt. 1, 7; *Doremus v. Hennessy*, 176 Ill. 608, 614; *Brown v. Jacobs' Pharmacy Co.*, 57 L. R. A. 547.)

In *Temperton v. Russell* a firm of builders refused to obey certain rules of the trades unions with regard to building operations, and the unions sought to compel them to do so by preventing the supply to them of building materials. In furtherance of this purpose they requested the plaintiff, who supplied building materials to the firm, to cease supplying them, which he refused to do. Thereupon, with the object of injuring the plaintiff in his business, in order to compel him to comply with such request, the defendants induced persons who had entered into contracts with him for the supply of materials to break their contracts, and not to enter into further contracts with the plaintiff, by threatening that the workmen would be withdrawn from their employ. The plaintiff sustained damage by reason thereof, and the court held that an action was maintainable by the plaintiff against the defendants for maliciously procuring such breaches of contract, and for maliciously conspiring together to injure him by preventing persons from entering into contracts with him. In the *Fisher* case SAVAGE, Ch. J., in effect said that the owner of an article was not required to sell it for any particular price, or for less than a stated price, but he had no right to state the price at which others should sell their goods, and that all combinations to effect such a purpose were illegal. In the *McKenna* and *Casey* cases it was held that all associations designed to interfere with the management and control of lawful business, or in dictating the particular terms upon which its owners should conduct it, by means of threats of injury or loss, by interfering with their property or traffic, or with their lawful employment of other persons, are *pro tanto* illegal combinations or associations. The same principle was involved in the case of *Curran v. Galen* (*supra*).

In the *Boutwell* case it was said: "Without undertaking to designate with precision the lawful limit of organized effort, it may safely be affirmed that when the will of the majority

of an organized body, in matters involving the rights of outside parties, is enforced upon its members by means of fines and penalties, the situation is essentially the same as when unity of action is secured among unorganized individuals by threats or intimidation. The withdrawal of patronage by concerted action, if legal in itself, becomes illegal when the concert of action is procured by coercion."

In *Doremus v. Hennessy* it was said: "No persons, individually or by combination, have the right to directly or indirectly interfere or disturb another in his lawful business or occupation, or to threaten to do so, for the sake of compelling him to do some act which, in his judgment, his own interest does not require. Losses wilfully caused by another, from motives of malice, to one who seeks to exercise and enjoy the fruits and advantages of his own enterprise, industry, skill, and credit, will sustain an action. * * * Malice, as here used, does not merely mean an intent to harm, but means an intent to do a wrongful harm and injury. An intent to do a wrongful harm and injury is unlawful, and if a wrongful act is done to the detriment of the right of another it is malicious, and an act maliciously done, with the intent and purpose of injuring another, is not lawful competition."

In *Brown v. Jacobs' Pharmacy Co.* it was said: "Suppose that a number of merchants should agree to fix the price of certain goods, and not to sell below that price; if there were no statute on the subject, and the case rested on the common law, the agreement would simply be non-enforceable; but if they went further and agreed that if any other merchant sold at a less price they would force him to their terms, or drive away those dealing with him, by violence, threats, or boycotting, it would cease to be a mere non-enforceable contract, and if, in its execution, damages proximately resulted to such other merchant he would have a right of action."

Before concluding this discussion, there is another aspect of the situation which seems worthy of consideration, or of mention, at least. If the decision of the court below shall be affirmed, it obviously results in an unfair and unjust discrimination by this court in favor of capital or business and against labor, by enforcing the law as to one and refusing as to the other. As we have already seen, this court, in *Curran v. Galen*, unanimously held that a combination or association of workingmen whose purpose was to hamper or restrict the freedom of the citizen in pursuing his lawful trade or calling, through contracts or arrangements with employers to coerce workingmen to become members of the organization and to come under its rules and conditions under penalty of loss of their positions and of deprivation of employment, was against public policy and unlawful; while in this case it is held that a combination or association of wholesale dealers in useful articles whose purpose is to hamper and destroy the freedom of the plaintiff and others to pursue their lawful business, by contracts or arrangements with manufacturers to coerce them to become members of their organization and to come under its rules and conditions under penalty of the destruction of their business, was not against public policy nor unlawful. As these decisions could not be harmonized, they would result in a discrimination in favor of capital or business which could not be sustained upon any just or legal principle known to or established by statute or common law. With the existing conflict between capital and labor, such a distinction would not only be unjust, but extremely unfortunate, especially as it can be justified upon no principle of ethics, law or equity.

Thus far we have discussed the illegality of contracts involving the creation of monopolies, agreements that prevent competition, and the right of individuals or corporations, by threats, intimidation, or interfering with the business or traffic of others, to enforce or compel parties to enter into contracts in restraint

of trade, under the general principles of the common law and the statutes and upon the broad ground that they apply to all lawful contracts or business, subject to very slight limitations. We have regarded the principle of the cases cited and the provisions of the statute as sufficiently broad to apply to all transactions relating to trade and commerce, to the free pursuit of any lawful business, trade or occupation, and to the sale of any article or commodity in common use. The learned court at Special Term, however, seems to have emphasized and placed great reliance upon the fact that the articles to which this controversy relates were not the prime necessities of life, or articles which were necessary to the existence of man, and also upon the ground that as they were patent medicines each owner possessed a greater right as to their disposition than he otherwise would, including their sale free from competition among dealers to whom they were sold, while the learned Appellate Division seems to have based its decision upon the ground that patent medicines are not necessities of life as to which public policy might restrain a combination to fix an exorbitant price.

Obviously, the provisions of the statutes and the principles of the decisions to which we have referred are not limited in their application to the necessities of life, but, as we have already seen, they have a much broader application and include all articles and commodities in common use or that are the subject of lawful trade or commerce. In determining whether there has been a conspiracy in restraint of trade, the character of the trade sought to be monopolized is immaterial so long as it is a lawful one. (*People v. Duke*, 19 Misc. Rep. 292, 296; 78 N. Y. S. R. 336.) Nor is the operation of the rule forbidding contracts restraining competition limited to trade in necessities of life, but extends equally and alike to all commodities of commerce. (*Wire Cloth Case*, 19 N. Y. Supp. 413, note.) It is apparent from the character of this litigation that the articles

and commodities to which it relates are both articles of trade and commerce and such as are in common use. This is obvious when we consider the fact that they amount annually to about sixty million dollars and constitute more than two-thirds of all the drugs and medicines sold in the United States. Therefore, the fact that they may not be necessities of life in the strictest sense, is not controlling, and the decision of the courts below can not be sustained upon that ground.

Moreover, the fact that the medicines may have been patented or copyrighted, so as to give the owners the exclusive right of sale, can make no difference. It must be constantly borne in mind that the purpose of this action is not to compel the manufacturers, against their will or disposition, to sell their goods to the plaintiff, but its purpose is to enjoin the Association, its active members, Committees and agents, from compelling manufacturers or dealers, against their will, to refuse to sell their property to the plaintiff by a system of intimidation and boycotting. It is not and can not be properly claimed that the plaintiff can compel the manufacturers to sell it their merchandise without their consent or against their will, and the fact that it consists of proprietary articles or patent medicines can make no difference whatever. With few exceptions, which have no application here, courts can compel no owner of property to sell or part with his title to it without his consent, or to sell or deliver it to any particular person. So that the rule is the same where a party is the exclusive owner of the property, whether it is patented or not, at least so far as the question here involved is concerned. Besides, there are authorities which hold that patentees or owners of patents can not legally enter into a combination in restraint of trade, or for the creation of monopolies in the sale of their goods, and that such contracts are unlawful. It is said: "Patents confer a monopoly as respects the property covered by them, but they confer no right upon the owners of

several distinct patents to combine for the purpose of restraining competition and trade. Patented property does not differ in this respect from any other." (*National Harrow Co. v. Hensch*, 83 Fed. Rep. 36, 38; 76 Fed. Rep. 667; *Parke & Co. v. Druggists' Assn.*, 84 N. Y. S. R. 1064; *Vulcan Powder Co. v. Powder Co.*, 96 Cal. 510, 515; *National Harrow Co. v. Bement & Sons*, 21 App. Div. 290; Beach on Monopolies and Industrial Trusts, § 175; Tiedeman on State and Federal Control of Persons and Property, vol. 1, 412.)

If, however, it were conceded that the possession of their patents authorized the manufacturers to enter into combinations which otherwise would be illegal, still, that principle would have no application whatever to this case. Here it is not the manufacturers or the patentees who have organized the combination complained of, or who have sought to create a monopoly and prevent competition. The patentees have not forced, or attempted to force, the wholesale druggists to transact their business in any particular manner. But it is the Wholesale Druggists' Association, organized and controlled by the druggists, who have no special property or interest under the manufacturers' patents, who seek to and have enthralled the patentees themselves and such of their customers as will not bow in subjection to a method of transacting their own business, inaugurated and enforced by the Association. In other words, the plaintiff desires relief, not from the voluntary act of the patentees or from any combination into which they have voluntarily entered or which they control, but asks to be relieved from a combination of their customers who have by threats and intimidation compelled them, notwithstanding their desire to do so, to refrain from selling their property to the plaintiff or other customers without the consent of the Association.

Hence, by the allegations of the complaint, it is made apparent, not only that the defendants entered into and formed an illegal

combination or conspiracy to interfere with the plaintiff's trade by preventing the various manufacturers of these goods from selling them to it and thereby seriously interfered with and injured its business, but it is equally clear that the means employed by them to accomplish that purpose, by threats, intimidation, boycotting, and continued and persistent efforts to injure any manufacturer who should continue to deal with it, were also illegal. Therefore, the defendants were not only guilty of an illegal act in combining to injure the plaintiff's business, but were likewise guilty of an illegal combination to accomplish the plaintiff's ruin by illegal and improper means. The purpose being illegal and the means by which it was accomplished being also illegal, it follows that the action of the defendants was illegal and, as against the plaintiff, should be restrained. These considerations lead to the conclusion that the facts alleged in the amended complaint and admitted by the demurrer were sufficient to constitute a cause of action, and that the courts below erred in holding to the contrary and in dismissing the complaint.

It follows that the final and interlocutory judgments herein and the order dissolving the preliminary injunction should be reversed, the demurrer to the complaint overruled, with costs in all the courts, but with leave to the defendants, upon the payment of one bill of costs, within twenty days, to file and serve an answer to the amended complaint herein.

CULLEN, J. (dissenting). I concur in the opinion of MARTIN, J., for reversal, but I wish to add a word as to my position on a question discussed in the opinion of Judge HAIGHT. I agree with him that the combination between the jobbers to force the manufacturers to sell to each of their number at exactly the same price and upon the same terms and to sell to no one else on any better terms was entirely legal, and that it was within their

rights to accomplish this result by refusing to deal with or handle the goods of any manufacturer who would not comply with their demand. If the object of the combination ceased here, it would not be subject to criticism. But the scheme adopted goes further. It requires not only the manufacturer to sell at the same price to each jobber, but to compel each jobber to sell to the consumer at the same price by refusing to sell goods to any one who would not comply with these requirements. It is in this respect that the agreement is vicious and operates in restraint of trade, for it destroys competition among the jobbers.

O'BRIEN and BARTLETT, JJ., concur with HAIGHT, J., and PARKER, Ch. J.; VANN, J., concurs with MARTIN and CULLEN, JJ. Judgment affirmed.

[*Extract from The Publishers' Weekly, New York, July 11, 1903, With Copy of Opinions Filed by the Judges in the Case of Straus 'et al. (R. H. Macy & Co.) v. American Publishers' Association.*]

The Appellate Division of the Supreme Court of New York, on July 7, handed down an opinion in the suit brought by Isidor Straus et al. (R. H. Macy & Co.), against the American Publishers' Association, to restrain the defendants from carrying out measures to prevent the disorganization of the book trade by unwarranted underselling. The court by a vote of three to two stated that the complaint sets forth a cause of action; that is, that if the allegations of the complaint are true the plaintiff is entitled to some judgment. Justice George L. Ingraham wrote the prevailing opinion, reversing the Special Term. Justices Edward Patterson and Frank C. Laughlin concur, while Justice Chester B. McLaughlin and Charles H. Van Brunt, the presiding judge, dissent.

We give below the opinions in full:

JUDGE INGRAHAM'S OPINION.

The plaintiffs, who are the proprietors of what is called a department store in the city of New York, are engaged in connection with their retail business in selling books and other publications, and as such complain of the action of the defendants and others in their endeavor to prevent them from purchasing and selling books without joining with these defendants in an agreement that all books sold by them are to be sold at a net price to be fixed by the publishers of the books. They have asked for an injunction restraining the defendants from carrying on this combination or arrangement, which the complaint alleges has been made between substantially all the publishers of books and those engaged in retailing books to the public; and they also ask to recover the damages sustained because of this combination or arrangement which is alleged to be illegal and in violation of the laws of this State. The defendants demurred to the complaint upon the ground that it does not state facts sufficient to constitute a cause of action; which demurrers were sustained upon the decision of this court in *Park & Sons Co. v. Nat. Druggists' Assn.* (54 App. Div. 223, since affirmed by the Court of Appeals, 175 N. Y. 1.)

In determining the legality of the combination or arrangement here complained of, the test is whether the arrangement or combination as alleged in the complaint is within the statutory prohibition (Chap. 690, Laws of 1899). This statute is not referred to either in the opinion of this court in the *Park* case, or in the prevailing opinion of the Court of Appeals, for the reason, I suppose, that it was not in force when the arrangement or combination complained of was made, or when that action was commenced. It was referred to incidentally by Judge Martin in his dissenting opinion in the Court of Appeals, but only as a declaration of the law of this State, which he considered was violated by the contract or combination which was alleged in that case.

In determining the question now before us, it is well first to consider just what the statute in question prohibits; and, then to determine whether the arrangement or combination as set forth in the complaint in this action violates that statute. Just what relief may be granted if the combination is prohibited by the statute it is not important now to consider, for I take it that if the combination or arrangement as alleged in the complaint is declared by the statute to be against public policy, illegal and void, one who is directly affected by such an illegal combination or arrangement is entitled to appeal to the courts for redress either to restrain the continuance of the illegal acts which result from the illegal combination, or to recover the damages caused by such combination.

Section 1 of the Act (Ch. 690 of the Laws of 1899, which in this respect is a re-enactment of Chap. 383, Laws of 1897) provides that "Every contract, agreement, arrangement or combination whereby a monopoly in the manufacture, production or sale in this State of any article or commodity of common use is or may be created, established or maintained, or whereby competition in this State in the supply or price of any such article or commodity is or may be restricted or prevented, or whereby for the purpose of creating, establishing or maintaining a monopoly within this State for the manufacture, production or sale of any such article or commodity, the free pursuit in this State of any lawful business, trade or occupation is or may be restricted or prevented, is hereby declared to be against public policy, illegal and void." Clearly the intent is to prohibit every arrangement or combination whereby the supply or price of any article or commodity of common use may be fixed or regulated by the agreement of those producing or dealing in such article or commodity, or in any other way except by the free competition of the manufacturers and dealers in such article or commodity. Any agreement among manufacturers which limits the amount that each is to manufac-

ture would be an agreement whereby competition in the supply of the articles covered by the contract may be restricted; and any contract, agreement, arrangement or combination which fixes the price at which articles should be sold by those who had become their owners by purchase from the manufacturers, would be a contract, agreement, arrangement or combination by which competition in the price of such articles may be restricted or prevented; and a combination by which all dealers in a specific article who should refuse to sell it at a price fixed by the manufacturer would be prevented from carrying on their business, would be directly within the condemnation of this statute.

This statute does not attempt to prevent the manufacturer of any article from fixing any price at which he would sell the article manufactured by him. It does not attempt to provide that such a manufacturer may not agree with a customer that the customer should not sell the article that he had purchased from the manufacturer at a price less than that fixed by the manufacturer, or that the manufacturer may not agree to give special facilities to the customer who lived up to such an agreement; and that was the question presented in *Walsh v. Dwight* (40 App. Div. 513). But when an article thus manufactured has passed out of the hands of the manufacturer and has come into the ownership of dealers engaged in general business, a combination between all manufacturers that any dealer who presumed to sell the article thus manufactured at a price below that at which the manufacturers had fixed as the retail price should thereafter be cut off from all opportunity to purchase articles of a similar character, is, it seems to me, a combination which would tend to restrain the free sale of the article thus manufactured and sold, and would restrain or prevent competition in the price of the article. What is declared to be illegal is any contract, agreement, arrangement or combination whereby competition in the supply or price of any article or commodity of common use

may be restrained or prevented. If all the manufacturers of flour in the United States should join in an agreement that all flour must be sold to consumers at \$10 per barrel, and that any retailer who sold flour at a lower price should not be allowed to purchase flour from any of those engaged in the combination, or that any third party who sold to such dealer any flour, no matter where he obtained it, could thereafter have no dealings with any member of the combination and purchase no flour from them, this would certainly be a combination or arrangement which would restrain competition in the supply or price of flour, and would be illegal. Although each manufacturer in the United States could agree that he would not sell any flour manufactured by him at a less price than \$10 per barrel, when he attempts by combining with other manufacturers to prevent the flour when sold from being dealt in in the market except at the price fixed by him he attempts to restrict the free competition in the price of that flour. It matters not by what plan or method this result is sought to be accomplished, if a contract was made for that purpose and methods were adopted which tended to carry that purpose into effect, it comes within the prohibition of the statute and attempts to accomplish what the statute declares shall be illegal. It is the competition in the supply or price which is to be preserved, and any contract or arrangement or combination having for its object a restraint upon or interference with such competition, either in regard to the supply or the price, is declared illegal.

In *Matter of Davies* (168 N. Y. 89) the Court of Appeals said in regard to this statute: "Its object is to destroy monopoly in the manufacture, production and sale in this State of commodities in common use; to prevent combinations in restraint of competition in the supply or price of such commodities, or restraint of the free pursuit of any lawful business, trade or occupation. The act in this respect is little more than a codification of the common

law upon the subject, and its validity, to this extent, is not and can not be successfully questioned in view of the long line of authorities." This being the effect of the statute, the question is, whether the combination entered into between these defendants is by the act declared to be against public policy, illegal and void. The complaint is quite voluminous, but a general statement of the nature of the combination alleged is sufficient for the determination of the question before us.

It is alleged that the defendant, the American Publishers' Association, is a membership corporation, organized and existing under the laws of this State. The members of this association are the publishers of books, engaged in business in a number of the States of the United States, and comprise ninety-five per cent. of the publishers of books in the United States who published ninety-five per cent. of all books published in the United States. There are made parties defendant in this action a large number of members of this corporation. Of these, eleven are corporations organized under the laws of this State, eleven are copartnerships doing business within this State, and one is a foreign corporation. The purpose for which this corporation was organized is thus alleged: "That during the year 1900 a large number of prominent publishers, including the defendants hereinbefore described as publishers, for the purpose of securing to themselves an unreasonable and extortionate profit, and at the same time with the intent to prevent competition in the sale of books, and for the purpose of establishing and maintaining the prices of all books published by them, or any of them, and all books dealt in by them, or any of them, and preventing competition in the sale thereof, . . . combined and associated themselves together, and as a part of such unlawful combination or scheme formed or incorporated the defendant, the American Publishers' Association, a membership corporation, which included amongst its members the defendants hereinbefore described as publishers,

and also a large majority of the publishers of books in the State of New York and throughout the United States." It is thus alleged that these defendant corporations, organized under the laws of this State, as well as individuals doing business here, to accomplish a purpose which was prohibited by law, organized a corporation under the laws of the State, thus using for this illegal purpose the general law authorizing the formation of corporations. The complaint then alleges that to carry out this intent the corporation adopted "a resolution and entered into an agreement which was intended to prevent the cutting or reducing of prices on all copyright books published by the members of the association, "by which each of the members of the association agreed that all copyrighted books published by any of them after May 1, 1901, should be published and sold at retail at net prices; that is, the published price thereof, and not be subject to any discounts;" that the members of said association agreed "that such net copyrighted books, and all other books, whether copyrighted or not, or whether published by them or not, should be sold by them to those booksellers only who would maintain the retail net price of such net copyrighted books for one year, and to those booksellers and jobbers only who would furthermore sell books at wholesale to no one known to them to cut or sell at a lower figure than such net retail price, or whose name would be given to them by the association as one who cut such net prices; and that a dealer or bookseller was defined as one who makes it a regular part of his business to sell books and carry a stock of them for public sale." The complaint further alleges that through the efforts and influence of this corporation and its members the American Booksellers' Association, a voluntary association which was composed of a large majority of booksellers, at wholesale and retail throughout the United States, was organized; that in pursuance of this combination and agreement the said American Booksellers' Association and its members have continuously co-

operated with and assisted the American Publishers' Association and the members thereof in establishing and maintaining the prices of such books, and preventing competition in the supply and sale of the same, and still continues so to do; and that "in compliance with said agreement, neither of said associations, nor any of the members thereof, will sell or supply books at any price to any dealer, whether a member of said association or not, and whether such books are copyrighted or not, or are published by said American Book Publishers' Association or its members or not, who resells, or is suspected of reselling, such copyrighted books at less than the arbitrary net price fixed by said unlawful combination, nor will the said association nor any of their members sell or supply any books whatever to any one who resells, or is suspected of reselling, such copyrighted books to any dealer who thereafter sells the same at less than such arbitrary net price." It is further alleged that "for the purpose of forcing and compelling the plaintiffs to join such illegal and unlawful combination, and of inducing and coercing them to maintain an enhanced uniform price of books at retail, the defendants conspired to injure the plaintiffs in their said business of selling books, and by threats, coercion and intimidation sought, and by like means are still seeking to prevent all persons engaged in the business of publishing, or buying and selling books at wholesale or retail, from dealing with the plaintiffs;" that the defendant corporation and the American Booksellers' Association, in their monthly bulletins and official publications and otherwise, have wrongfully attacked and falsely and maliciously misrepresented these plaintiffs, "and in every way to cast reproach upon them, and to intimidate all persons, both members and non-members of the association, from selling them books, and to prevent all publishers, although not members of the association, from likewise furnishing them with books, although said publishers and dealers would be willing so to do but for the threats of defendants, and that from time

to time they issued circular letters to the trade, including dealers and publishers outside of said combination, some of which were marked confidential, blacklisting the plaintiffs and warning all persons against doing business with them, and threatening to injure and destroy the business of any dealer or publisher who should sell books to these plaintiffs;" that "by reason of the unlawful agreement to maintain prices and prevent competition, and the unlawful conspiracy among the defendants to prevent the plaintiffs from purchasing any books, and selling them at such prices as to them seems desirable, and the intimidations and threats broadly published and widely circulated by the defendants, any dealers and publishers, both those belonging to said associations and others, have refused to sell books at any price to the plaintiffs, to their great damage, although such publishers and dealers have signified their willingness to deal with plaintiffs, but that they feared injury from the defendants in their business;" and that "the defendants still continue all said unlawful acts, and threaten to continue the same, to the great injury and damage to the plaintiffs, and that plaintiffs have no adequate remedy at law."

Does this combination or arrangement violate the provisions of this act which we have before considered? It is alleged and admitted that the defendants who were the publishers of books, with the intent to prevent competition in the sale of books, and for the purpose of establishing and maintaining the prices of all books published by them, or any of them, and all books dealt in by them, and preventing competition in the sale thereof, combined and associated themselves together; and to carry out that combination, incorporated the defendants, the American Publishers' Association. Having thus secured a corporate franchise from the people of the State, the members of this corporation organized a voluntary association of those engaged as wholesale and retail dealers in books, and have agreed among themselves that any bookseller who attempts to sell books which he has purchased

at a less price than that fixed by the publishers, shall not be allowed to purchase any books, either from the members of the corporation or from the members of the voluntary association, or from any other dealer in books, and have threatened that if any dealer in books should sell to such a bookseller, he will be prevented from buying any books from any member of the association, or from any dealer dealing with the members of either the corporation or the association. And this combination comprises ninety-five per cent. of the publishers of books in the United States and Canada, and the Booksellers' Association comprises a large majority of all dealers in books not publishers.

Upon these allegations, what is the object of this combination which includes the publishers and sellers of books? What is the effect of the corporate action of this corporation and of its members in carrying out the intent with which the combination (which includes the formation of the corporation and the voluntary association) was formed? Was not the nature and object of the combination to compel every dealer in books to fix the selling price of each book owned by him at the price designated by the publishers of the books? If that was the nature and object of the arrangement or combination, is it not clear that by it competition in the price of books is or may be restrained or prevented? I can conceive of but one answer to these questions. What competition in the price at which books are sold or retailed can exist if these defendants, constituting as they do ninety-five per cent. of the publishers of books in the United States and Canada can carry out the object and intent of this combination? For, no bookseller who sells a book at less price than that fixed by the publishers can obtain a book to sell. If he sells a book at a less price than that fixed, the members of the association who are the publishers of the book will sell him no books. If he goes to a bookseller to purchase books and they sell him one, his supply is at once cut off; and if this agreement could be carried

out, all competition in the sale of books would necessarily be at an end.

It is said, however, that as this arrangement related to copyrighted books, which each publisher has a sole right to publish and sell, the agreement is merely carrying out their monopoly given by the Copyright Law, and is not, therefore, a violation of the statute; but I do not understand that the Copyright Law gives to a publisher any right in the book when once it is published and sold. It is true that he has a right to sell as many copies as he pleases; but so he has the right to sell any other book he pleased upon the same conditions. The monopoly that the copyright gives is that no one else shall print or publish the book upon which the copyright exists; and of course every publisher can enforce that right. But when a publisher of a copyrighted book once sells the book, the Copyright Law gives him no right to prevent its being sold by the person to whom he sells it, or to interfere in any way with the property right of the purchaser in the book which has been sold by the person owning the copyright. The publisher of a copyrighted book certainly can not sell and receive the price and still own and control the book. He can prevent any other publisher from publishing and selling it, but the book once sold becomes the property of the purchaser, and neither the publisher nor the author can interfere with the ownership of the book that the publisher has sold.

We have discussed this question without reference to any of the cases upon this subject, relying solely upon the language used in the statute, with the evident intent of the legislature that passed it; and having ascertained what was declared to be illegal, we have examined the provisions of the combination or arrangement as alleged in relation to the prohibition contained in the statute. In none of the cases to which our attention has been called has the Court of Appeals defined just what contract or combination is within the prohibition contained in this statute. The court at

Special Term sustained this demurrer upon the ground that the case of *Park & Sons Co. v. Nat. Druggists' Association* was controlling; but in that case the provisions of this statute were not considered, as the combination therein complained of was formed long before the statute was enacted and the action itself was commenced prior to that time.

In the Park case there was an interesting discussion as to whether the combination in that case was void at common law, and the validity of that agreement was placed by a majority of the court, as I read the opinions, upon the ground as stated by Judge Haight, that the arrangement "does not operate to restrict sales in any localities, but contemplates a ready method of distributing the goods throughout the entire country. It is, in effect, the creating of an agency on the part of the proprietors, by which every druggist throughout the United States may receive the goods and dispose of them as agents of the principal, receiving the commission agreed upon therefor." The agreement as construed by the court in that case was: "The manufacturer says to the jobbers of the country, I manufacture a medicine that I will sell for one dollar a bottle, and it is my desire that it shall be sold at that price per bottle throughout the country. If you will take consignments of this medicine from me, billed to you, at that price per bottle, I will allow you a rebate of ten per cent., and if I find that you are selling at a lower price than billed to you, I will allow no rebate. If this arrangement is not satisfactory to you, I prefer to keep my manufactured stock on hand. These are the only conditions under which I will ship my manufactured article." Thus, the only effect of the agreement was that the manufacturers or proprietors refused to allow a rebate on the price that they had fixed for their goods to those dealers who refused to sell at the retail price fixed; and the reason that the plaintiff objected to this plan is thus stated by Judge Haight: "The meaning of these allegations is obvious. It is that the

plaintiff or the firm of John D. Park & Sons, of which the plaintiff is successor, could command large capital, and by reason of this they could purchase proprietary goods in large quantities and more cheaply than the other wholesale and jobbing druggists, and that by reason of the adoption of the contract plan the plaintiff was unable to so do. Under the contract plan the prices of these goods were made uniform for fixed quantities, and dealers possessing large capital and thereby enabled to purchase in large quantities could not purchase for a less sum than the ordinary wholesale and jobbing druggist, and not being able to purchase for a less sum, could not handle the goods more cheaply." Chief Judge Parker, in his concurring opinion, also emphasizes this as the object of the combination when he says that it was discovered that the "manufacturers have favorites to whom they will give a larger rebate than to wholesale dealers as a class, and generally the favorite is the person or corporation buying the greatest amount of goods, as strong firms or corporations like this plaintiff with a business of such dimensions that it claims damages in this case of one-half million dollars. That there are wholesale dealers who for the purpose of getting clients away from their competitors will give them some part of such extra rebate. To remedy this difficulty was the leading object of the Association, and it was sought to be accomplished by placing all the wholesalers upon an equality, so that one should have no advantage over the other in dealing with retail dealers, a result which seems altogether desirable because it is in the line of fair dealing." And in discussing the threats that it is alleged were made against the plaintiff by the defendants, it was stated that those threats were nothing more than a notice to the trade that the plaintiff "is outside of the Association, and prefers to stay out of it rather than be bound by the rules and regulations which other members of the trade regard as the fairest and best to all, and insisting that the penalties of such a course shall be meted out to him,

namely, that he shall not be allowed any rebate upon any of the manufacturers' goods so long as he shall retain that position;" and "it will be seen, therefore, that this is a controversy between opponents in business, neither side trying to help the public. Nor will the public be the gainer by the success of either." The dissenting opinions in that case are based solely upon the nature of the combination or arrangements between the defendants. As I understand it, there was no substantial dispute about the law, but the difference arose as to the construction to be given to the agreement which it was sought to have declared illegal. Judge Martin, in his dissenting opinion, examines the authorities in this State, and it is quite unnecessary for us to discuss them here. The cases to which he calls attention, on pages 34, 35 and 37 of the report, seem to me to condemn the arrangement or combination now under discussion. Thus, in *People v. Fisher* (14 Wend. 9), Chief Justice Savage says that "the owner of an article was not required to sell it for any particular price, or for less than a stated price, but he had no right to state the price at which others should sell their goods, and that all combinations to effect such a purpose were illegal." In *Curran v. Galen* (152 N. Y. 33), it was held that contracts or arrangements with employers to coerce other workingmen to become members of the organization and to come under its rules and conditions, under the penalty of the loss of their positions and of deprivation of employment, are against public policy and unlawful, and are in conflict with the principles of public policy which prohibits monopoly or exclusive privileges. In *Judd v. Harrington* (139 N. Y. 105), an agreement, the real purpose of which was to suppress competition in an article of food, was forbidden by public policy and void. *Cummings v. Union Blue Stone Co.* (164 N. Y. 401) is but an application of this same principle. Judge Landon, in delivering the opinion of the court, there says: "But the case before us is of a different kind. It is one of such a combination among many

dealers as threatened a monopoly, with which the individual would be practically powerless to compete, and the many consumers who would be severally exposed and coerced would be either compelled to submit to its exactions, or to forego the purchase of the commodity of customary use needful to them, and but for this monopoly obtainable in the market at a reasonable price. The same evil principle pervades both large and small combinations; all are alike offenders, differing in degree, but not in kind. And hence it is that contracts by which the parties to them combine for the purpose of creating a monopoly in restraint of trade, to prevent competition, to control and thus to limit production, to increase prices and maintain them are contrary to sound public policy and are void." And in *Cohen v. Berlin & Jones Envelope Co.* (166 N. Y. 292) the same principle was applied. There the court says: "The contract gave and was intended to give the parties of the second part, through the Standard Envelope Company, the exclusive right to fix prices at which manufacturers of envelopes should sell their output during the term fixed by the contract, the object being to secure a better price for the goods manufactured. Such a contract threatens a monopoly whereby trade in a useful article may be restrained and its price unreasonably enhanced, and it matters not that the parties to it may have so moderately advanced prices that the sum exacted for the product seems to some persons reasonable, for the 'scope of the contract, and not the possibility of self-restraint of the parties to it, is the test of its validity.'" And Judge Cullen says: "But the scheme goes further. It requires the manufacturer not only to sell at the same price to each jobber, but to compel each jobber to sell to the consumer at the same price by refusing to sell goods to any one who would not comply with these requirements. It is in this respect that the agreement is vicious and operates in restraint of trade, for it destroys competition among the jobbers." There is no statement in the pre-

vailing opinions that would uphold the scheme if its effect had been as thus described by Judge Cullen, and I do not think this case is an authority for holding that the arrangement as here alleged would have been legal at common law, but, however that may be, it is, I think, clearly within the statute.

It is not seriously disputed that books are an article or commodity of common use, and a further discussion of this question is quite unnecessary. We have the plain terms of the statute. We have a combination expressly organized for an object which the statute declares as against public policy, illegal and void. We have the fact that such combination or arrangement has been and is being applied to prevent the plaintiffs from continuing their business, and has caused them large damage for which they have no adequate remedy at law; and it seems to follow that, such a condition being admitted, the plaintiffs are entitled to some relief. In my view of the case the complaint stated a cause of action and the demurrer was improperly sustained.

The judgment should, therefore, be reversed, with costs, and the demurrers overruled, with costs, with leave to the defendants to withdraw demurrers and to answer, upon payment of costs in this court and in the court below.

Justices PATTERSON and LAUGHLIN concur.

THE DISSENTING OPINION OF JUSTICE McLAUGHLIN.

The question here presented can not be distinguished in principle from the question presented in *Park & Sons Company v. National Wholesale Druggists' Association* (54 App. Div. 233; affirmed, 175 N. Y. 1). In that case the manufacturers of certain proprietary articles entered into an agreement which, in effect, was to maintain the price put upon such articles by the respective manufacturers thereof. Here, the publishers of copyrighted books have entered into a similar agreement for the purpose of maintaining the price which the respective publishers put thereon.

There is also an allegation in this complaint to the effect that the agreement applied to uncopyrighted as well as copyrighted books, but as I read this complaint I do not think that allegation adds anything to the one relating to the copyrighted books, because there is no allegation in it to the effect that the plaintiffs have by the act of the defendants been prevented from purchasing all the uncopyrighted books which they desire from persons not members of the American Publishers' Association or the American Booksellers' Association, or that the sales of uncopyrighted books will, by reason of the acts of any of the defendants, be restricted in any way.

Applying, therefore, the principle laid down in the Park case to the facts set out in the complaint, it necessarily follows, as it seems to me, that the judgment appealed from is right and must be affirmed.

Judge VAN BRUNT, in concurring with Judge McLAUGHLIN, says: "I concur. I do not see why a seller of property in respect to which he has a monopoly can not impose any conditions as to its resale that he sees fit."

John G. Carlisle argued the appeal for the plaintiffs, but the principal work in preparing the complainants' case was done by Edmond E. Wise, of the firm of Spiegelberg & Wise. Colonel Stephen H. Olin, of the firm of Olin & Rives, appeared as counsel for the American Publishers' Association.

PRESIDENT HOVER: Like the preceding reports, that report will be referred to the Board of Control, and it is so ordered.

We will now listen to the report of the Committee on Commercial Travelers, R. H. Bradley, Toledo, Chairman.

Mr. Bradley presented the report.

REPORT OF COMMITTEE ON COMMERCIAL
TRAVELERS

Mr. President and Gentlemen:

The commercial traveler has long been recognized by the wholesaler as a necessary evil and like all evils, expensive. How to look upon this evil, from an optimistic point of view, and discover the best means of controlling this indispensable attachment, has been so thoroughly treated in former reports that the question is nearly threadbare.

While on the road the agent represents the house, and by him the house is bound to be judged; for although most intelligent people have at last wakened to the fact that a man is not to be judged by his son, the time has not yet arrived when the house will not be judged by its agent, which doubtless, is very hard on the house in many cases.

It is quite necessary that the most cordial relations should exist between the agent and his house. The agent should feel for the house a sincere loyalty, and should entertain a certain pride in the conceit of representing his house. The motto of our country applies here, for certainly there must be strength in the "union" of house and agent. Each ought to be supremely confident in the belief that the other will prove worthy of all trust imposed. It is well to show this feeling of confidence toward the agent, although the house may not be perfectly sure of his meriting it. "Respect a man, and he will respect you for it." Sad, but nevertheless true, so weak is human nature.

The most important question, perhaps, in connection with the commercial traveler, is the manner of remuneration. It is utterly impossible to discover a method of compensation which could be uniformly adopted by all houses. The matter should be considered with regard to the particular house and the surrounding conditions.

The agent selling on commission has certainly an incentive to good hard work. It is to his interest to sell all he possibly can. An argument which speaks rather forcibly against this method of remuneration is the fact that in some cases the agent becomes too ambitious, and considers himself under obligations to sell more than he can, and seeks to further his own financial interests by very carefully doubling the orders received, running the risk of the customer's keeping the goods rather than going to the trouble of returning them, with necessary explanations; this incidentally compromises the house in the eyes of the customer.

In large sales districts your Committee is of the opinion that the best interests of the wholesaler point to the paying of salaries, as against commissions. In very poor sales districts, and in what one might call fluctuating ones, an agent might in some inevitably dull season find his family in Benjamin Franklin's predicament: "Each with a penny bun to eat, and the open street for a dining hall." In most cases a stipulated salary seems to be more practicable—something in which the agent can feel secure. And if the relations between the house and its agent are as they should be, he will need no spur, such as commission, to advance the interests of his house.

Respectfully submitted,

ROBT. H. BRADLEY, *Chairman.*

PRESIDENT HOVER: This report will also follow the usual order and be referred to the Board of Control.

Is the Committee on Fraternal Relations, M. Cary Peter, Chairman, Louisville, ready to report this morning?

MR. PETER: I will hand in the report—it is not yet ready.

PRESIDENT HOVER: Is the Committee on Paints, Oils and Glass, William Scott, Indianapolis, Chairman, ready to report?

SECRETARY TOMS: I have the report, Mr. President. I will read it:

REPORT OF COMMITTEE ON PAINTS, OILS AND GLASS

Mr. President and Gentlemen:

The past year has been one of prosperity for the manufacturers of White Lead, which advanced \$15 per ton in March, and as most jobbers embraced the opportunity afforded to load up at old prices, they shared in the resulting profit. The demand during the year has been steady and the output satisfactory.

MIXED PAINTS.

After a term of lean years the manufacturers of standard mixed paints have finally succeeded in getting matters in a shape where a fair profit is realized and, as the demand has been good at steady prices, the jobber has had no reason to complain. In the Central West especially, the demand for mixed paints seems to be increasing each year, so that the future of the business appears flattering.

LINSEED OIL,

Of which the consumption during the year broke all records, has declined steadily, with occasional upturns, from 54 cents in September, 1902, to 32 cents in July, 1903, this being the lowest price recorded in the Chicago market since August, 1899, when it touched 31 cents.

THE FLAXSEED CROP OF 1902

approximated 32,000,000 bushels, or about 10,000,000 bushels in excess of the previous year, which in turn was 3,000,000 larger than any year preceding. The price of flaxseed dropped from \$1.55 in August, 1902, to 95 cents in July, 1903, with only occasional reactions.

We go into the new year with considerable stocks on hands

and with every indication of a heavy crop in 1903, provided there are no early frosts to affect the yield.

WINDOW GLASS.

The Window Glass market has been a disappointment during the whole year, but for this condition of things jobbers have only themselves to blame. Without any change whatever in manufacturers' prices the jobbing price declined during October, November and first half of December, till in most markets the house who netted cost was fortunate.

In the middle of December a ray of light seemed to beam on the horizon, and a purchase of 1,200,000 boxes from the American, Independent and Federation Window Glass Companies by the National Window Glass Jobbers' Association relieved the stringency for a time, and high hopes were entertained that a good business at living profits was assured, and this would have been the case had dealers been honest with each other, instead of which firms whose word would be as good as their bond in other matters flagrantly violated their agreements, and the market after a time was in a worse shape than before.

One cause of this, however, was the pressure of small factories (outside of either association) to realize, and the fear that many jobbers and manufacturers had that the advent of the blowing machines would produce a revolution in the glass market, and that the American Window Glass Company would sacrifice their stock at ruinously low prices; later developments would seem to show that their fears were groundless.

During the summer conditions have been a little better and dealers are making a moderate profit, but if we are to judge by past experience, when a brisk fall trade opens up prices will go to pieces again. The three manufacturers' associations will commence the next fire on October 15, by which time stocks should be pretty well depleted.

The plate glass market has been steady during the whole year and dealers report a satisfactory business.

Respectfully submitted,

WILLIAM SCOTT, *Chairman.*

PRESIDENT HOVER: This report will take the usual course and go to the Board of Control.

Mr. Alanson S. Brooks, of Detroit, Chairman of the Special Committee on Paris Green, is not present, but I understand the Secretary has the report.

Secretary Toms read the report:

REPORT OF SPECIAL COMMITTEE ON PARIS GREEN

Your Committee this year beg to report that since 1898 paris green has not been sold upon the rebate plan, although a strong effort has been made by this Committee during the past two years to bring about such a condition.

During last year and this, it was found impossible to harmonize the manufacturers and induce them to adopt the rebate plan, and, as a result, it was up to the jobbers themselves to either have an open market on green, or adopt a schedule among themselves.

In the face of these conditions, your Committee secured an agreement and issued a circular at the opening of this season, showing that the following cities had adopted a schedule on paris green, based on 14 cents for arsenic kegs:

Chicago,	Zanesville,
Grand Rapids,	Cincinnati,
Detroit,	Louisville,
Toledo,	Indianapolis,
Cleveland,	Evansville,
Columbus,	Pittsburg.

This circular was sent to all of the members of the Association, with a request that they conform to the schedule.

An advance of one cent per pound having taken place about the middle of February, another circular was issued on the 16th of that month, advancing the schedule to 14½ cents for arsenic kegs. It was found, however, that it was impossible to sustain this advance, so that on March 7 another circular was issued, bringing the price back to the original 14 cents.

In lots of 500 to 2,000 pounds, a rebate was given of ½ cent per pound, and in lots of one ton or over, a rebate was given of 1 cent per pound.

In August of this year your Chairman wrote a letter to the largest handlers of paris green throughout the United States, asking if the schedule had been adhered to. The replies to this letter were most satisfactory throughout the West and Middle West. As far as we can learn, the schedule was upheld. In the East, it was found impossible to maintain the schedule owing to the fact that there were so many outside elements which interfered—notably, grocers, brokers, etc. We believe, however, that there was no difficulty in sustaining the schedule in the markets west of Buffalo.

Under the schedule as adopted, the gross profit on green to jobbers was as follows:

In lots of less than 500 lbs.....	3	cents per lb.
In lots of 500 lbs. to 2,000 lbs.....	2½	cents per lb.
In lots of one ton or over.....	2	cents per lb.

From this gross profit, the freight to the jobber would have to be deducted.

From the letters received, it is very evident that the sale of green for this season was very materially less than that for former seasons, and your Committee is also of the opinion that much of the green sold was carried over by the retailers, and

that the actual consumption of green for the season of 1903 was very light.

Paris green, in many respects, is a most unsatisfactory article to handle; in the first place, owing to its dangerous nature, and in the second place, to the uncertainty of its sale. One year is never a criterion for another year, and jobbers are always at a loss as to the amount of green they should make contracts for. One prominent jobber writes as follows:

"We can sum up our experience for a good many years past by saying that we can make more money on paris green by buying when we are in the market, than by anticipating an uncertain demand and carrying over a heavy stock. In other words, paris green is no exception to the rule—buy when you are in the market, as legitimate requirements demand."

In closing this report, we do not think that we can do better than to quote from last year's report, in which we stated that we think we are safe in assuming that the margin of profit where the market is an open one, will approximate 1 cent per pound less on an average to the jobber, than where green is sold under the rebate. This is due to the fact that it seems difficult, if not impossible, to secure an agreement among the jobbers themselves in all sections of the country. This is owing in a measure to the fact that paris green is sold by a great many jobbers outside of the drug trade.

If the premises that we have laid down are correct it is to the interest of this Association to use all reasonable efforts to induce the paris green manufacturers to unite in selling green upon a rebate plan, as this difference of 1 cent per pound brings to the pockets of our members a great many thousand dollars that would otherwise be lost.

We are aware that there are many who argue that paris green is not an article that should be sold upon the rebate plan, as it

is an ordinary article of merchandise and should be handled as such.

This argument is well enough, had it not been demonstrated by a great many years of actual practice that green *can* be sold under the rebate, and with a largely increased profit to the jobber.

Your Committee therefore recommends that the incoming Committee use their best efforts to secure the sale of paris green under a rebate for the season of 1904. All of which is respectfully submitted,

ALANSON S. BROOKS, *Chairman*.

PRESIDENT HOVER: The report will go to the Board of Control.

Mr. Secretary, have you the report of the Committee on Drug Market, Thomas M. Curtius, Chairman, New York City? Mr. Curtius is not present. Is the report here?

MR. HALL: I have a copy of the report with me, and I would move that the report be read by title, as has been customary.

PRESIDENT HOVER: The report being composed largely of statistical matter, unless there are some special features in it, it may be read by title.

MR. HALL: I understand there are none.

PRESIDENT HOVER: The report will be referred to the Board of Control without reading.

MR. HALL: There is one feature which speaks particularly of the duty on borax, which perhaps might be read.

PRESIDENT HOVER: If there are any special features in the report, they should be read and submitted to the Board of Control.

MR. HALL: I have that part of it, and will hand it to the Secretary to read it.

Secretary Toms read a portion of the report of the Committee on Drug Market.

PRESIDENT HOVER: We will omit the balance, and the report will be referred to the Board of Control.

REPORT OF COMMITTEE ON DRUG MARKET

It is with great pleasure that your Committee congratulates the N. W. D. A. on and the sound and prosperous condition of the trade during the past year; there is at least nothing in the conditions of the drug and chemical trade, either prevailing or prospective, to warrant a pessimistic prognostication.

With fair crops of the principal products of the country the purchasing capacity of the masses is assured.

Glancing at the movements of a few of the more important staples we will mention the chief features of the drug market for the past twelve months:

ACID CITRIC started around 31 cents and advanced to 35 cents, but the demand did not come up to the expectations on account of the cool weather and speculators finding themselves overstocked, undersold the makers by 2 or 3 cents.

BORAX AND BORACIC ACID is a very unsatisfactory article, owing to the small margin allowed dealers, even if purchased in carload lots.

Taking into consideration that the article sells for about 3 cents

abroad and that the protective duty is 5 cents per pound, which our consumers and manufacturers pay on a product of their own country into the pockets of the English syndicate (for the stock of the borax trust is owned principally by English capitalists), the N. W. D. A. should take a hand in fighting this outrage.

This trust is really a menace to industrial enterprise. It can only be disposed of by attacking it in Washington. None of our prosperity is due to the borax monopoly, which has suppressed competition, the mainspring of progress.

How long will people whose industries depend so largely upon the use of borax and boracic acid consent to pay the heavy tax of the Borax Trust, while practically none of the revenue goes to the government?

The Committee on Paris Green, having but one article to look after, might take up borax with a view to better the condition, by either demonstrating with the Borax Co., or looking for a remedy in Washington.

SALICYLIC ACID.—Competition and the fact that a considerable quantity of the needs in the United States is now manufactured here, have brought the price down to a lower level; the domestic manufacturers are fully occupied.

TANNIC ACID has also declined considerably.

TARTARIC ACID AND CREAM TARTAR.—The higher prices of argols and wines lees, as well as a better understanding between the manufacturers, have been the causes of higher prices and a firm market.

CARBONATE OF AMMONIA.—For a time the market was somewhat demoralized, but the English manufacturers, after reducing their surplus stock, raised their price to that of the American product and to a profit paying basis.

GRAIN ALCOHOL fluctuated but slightly.

ANTIPYRINE.—The advance amounted to about 4 cents per ounce.

ARSENIC is very low and there has been talk of closing some of the English mines.

BALSAM COPAIBA.—Higher prices are paid for lots in first hands than for jobbing parcels. Adulteration is said to be the cause. The arrivals from South America were about 100,000 pounds during the year, which is about the same quantity as the previous year, but somewhat below the average of the last ten years.

BALSAM PERU has met with no improvement; tolu at one time sold as high as 33 cents, but dropped back to 25 cents.

BALSAM FIR, Canada, is of less importance than in former years, but consumption of the Oregon variety has increased; there is a decided shortage in the crop of the latter this year, due to excessive rain, and price is higher at \$1.25 per gallon.

BROMIDES have been steady up to November, but the quarrel between American makers, together with the refusal of the Germans to reduce the price of raw material, has brought about a crisis. American makers reduced their prices for potassium from 46 cents to 25 cents within a few weeks, held it there for a long time, and were free sellers until their stock began to run down. In May some makers went up to the old prices, while two manufacturers held at 25 cents, but sold small lots only. In July these two firms advanced to 30 cents and the other salts proportionately, but do not offer freely at this advanced figure. While the American makers were offering potassium at 25 cents, the New York representative of a large German chemical house sold single cases of crystals at 22 cents, but later, about July 1, after the American advance to 30 cents, the imported article was advanced to 27 cents, at which figure they are holding at this date. The production in 1903 is said not to have equaled one-half the

consumption, which state of affairs is not expected to exist for any great length of time, as the American firms are increasing their capacity as rapidly as possible.

CASCARA SAGRADA.—The low price prevailing for years, and the employment of labor in better paying work kept many gatherers and dealers from going into the article. The supply had been gradually reduced for years, with the result that when a demand sprang up, last November and December, there seemed to be no stock on the coast and comparatively small stocks in New York and London, so that the price advanced almost in a day from $4\frac{1}{2}$ cents to 10 cents per pound. By shifting the stock around to where it would do the most good and where it was needed, a further advance was prevented for a time.

A sudden demand set in on August 28, with the result that the price advanced 5 cents that day. On August 31 it was learned that they were paying 20 cents on the Pacific Coast and the New York market followed, so that 20 cents may now be considered the market. The stock on the coast is held back and must come out sooner or later.

ARROWROOT.—The volcanic eruptions in Martinique destroyed a great deal of the crop, and the price advanced from 6 cents to 10 cents, but the stock at other points being large, the shortage was made up from this, with the result that the price dropped back to the normal figure of $7\frac{1}{2}$ cents.

BALM GILEAD BUDS have been scarce, advancing from 25 cents to 32 cents, but dropped back to 26 cents.

COTTONROOT BARK advanced from 5 cents to 13 cents and is hard to obtain.

ELM BARK.—Bdls. advanced sharply from 10 cents to 35 cents, dropped with the arrival of new crop back to 20 cents and later advanced again to 30 cents. The present quotation of 25 cents is

for spot goods. There are offers from the West of 15 cents for reddish bark and tied bdl.

BISMUTH.—Owing to the sudden advance of the metal, all preparations were advanced about 35 per cent. in March, and have remained high ever since.

BLUE VITRIOL fluctuated between $4\frac{1}{2}$ cents and $5\frac{1}{4}$ cents, in sympathy with the copper market.

CAFFEINE has receded from \$3.25 to \$3 per pound, and manufacturers are very eager for the orders.

CANNABIS INDICA has further advanced to 85 cents and the available supply is gradually lessening.

CARMINE advanced from \$1.70 to \$2.50, owing to the scarcity of cochineal, which rose from 17 cents to 28 cents per pound.

CASSIA BUDS dropped from 20 cents to 15 cents.

CHLORAL HYDRATE.—While manufacturers seem to have a convention price of 95 cents, 90 cents can be done for cryst. The legal fight on the duty question between the United States Government and the importers is still going on. The appraisers want 55 cents per pound, classing it as a preparation in the manufacture of which alcohol is used, while the importers claim that it should be admitted at 25 per cent., like other fine chemicals. The last decision was in favor of the importers, but the government appealed, and it is now up to Washington.

CHLORIDE LIME is very cheap around $1\frac{1}{4}$ cents per pound for 35-38 per cent.

COCAINE advanced officially from \$3.50 to \$4, and August 15 two manufacturers advanced to \$4.50, but the consumption is decreasing on account of the different State laws restricting the sale. One maker is still quoting \$3.75 on September 1, 1903.

COCOA BUTTER has steadily declined from 30 cents to 26½ cents per pound. The quantities offered at auction were heaviest during the months of October, November, December, January, February, March, comprising an average of about 250 tons per month for both London and Amsterdam, while in July, 1903, they fell below 150 tons, and in August they fell below 100 tons. The price is now very low and safe, as at these prices manufacturers are losing money; a recovery of about 1½ cents took place as a result of the last Amsterdam sale, and further improvement may be expected.

COLOCYNTHS have been very scarce, while Trieste has not changed so much. The Spanish variety, used principally by manufacturing pharmacists, rose from 18 cents to 26 cents.

COUMARIN dropped from \$3.90 to \$3.20.

CUTCH AND GAMBIER have been in light supply, and arrivals found ready buyers, generally afloat or ex dock. Lately the market has eased off, owing to the closing of many of the mills that use these important dyestuffs.

CUTTLEFISH BONE.—Arrivals have been very small, but competition prevented any advance in the Trieste variety. The French bone, which is soft and coarse of grain, has often been substituted. Large jeweler's, which formerly cost as much as 10 cents per pound more than the small jeweler's, has lately dropped below the price for small, owing to the waste manufacturers of rings have by using the large bone. Small jeweler's is now 55 cents and large 52 cents per pound.

CAMPHOR has hardly fluctuated at all, and the steadiness of the market has helped to increase the consumption, for a good business has been done, not only during the season but all year round; the monopoly price of crude established by the Japanese

Government has been practically unchanged, and the price for refined ruled very steady on the basis of $55\frac{1}{2}$ cents for barrels.

DOGGRASS.—The poor crop was the cause of the rise from $4\frac{1}{2}$ cents to $5\frac{3}{4}$ cents.

ERGOT has been neglected during the past twelve months, and declined from 33 cents to 26 cents. The tendency for both German and Roman chamomiles has been for a rather lower level.

FORMALDEHYDE.—New competition by makers in this country has caused a decline of about 1 cent per pound, making the price 13 cents for barrels and $13\frac{1}{2}$ cents for carboys.

GLYCERINE.—At no time has there been an accumulation of stock, and the market has been very firm and active in the extreme all through the year.

GUARANA advanced from 65 cents to 85 cents, but the market is in an easier position again.

ALOES.—The only variety experiencing any fluctuation was Cape, the supply of which became almost nil at one time. Price advanced from 9 cents to 12 cents.

ASSAFOETIDA fluctuated but little, although the available supply was small all year. Keen competition prevented an advance.

CHICLE in strong hands, and the controlling interests succeeded in raising the price from 32 cents to 45 cents, but later it worked back to 38 cents. Arrivals for the past year have been about 4,000,000 pounds.

GUM ARABICS.—One year ago gum arabics were selling at prices which were the lowest point that we had ever known to have been touched; they further declined slightly, however, until about December; from then on till the early spring prices had an upward tendency, extending to an advance of from 10 to 15 per cent. Since then they have declined again, and now stand just

about where they did last December, if anything slightly lower. The article has been a very uninteresting one in this market for the past year, competition being responsible for a good deal of the low prices prevailing.

ALEPPO GUM TRAGACANTH, with few fluctuations, has maintained just about an even price during the past year. There have been a few special qualities that have at times, when scarce, shown an upward tendency.

TURKEY TRAGACANTH, after advancing slightly last fall, has been steadily declining, and now is selling at an extremely low price.

GAMBOGE rose from 62 cents to \$1 for Siam pipe and dropped back to 75 cents.

SHELLAC.—It might be well to say at the outset that this has been the most remarkable year in the history of this article, and the conditions have been brought about by the exceedingly large demand and the very low supplies. The stock in all the markets of the world is gradually decreasing, while the consumption of this article is rapidly gaining on the production. On January 1, 1903, the stock in London was 23,000 cases, and the price at nominally 28 cents per pound. In February the stock had declined to 22,000 cases, and the price to the equivalent of 26½ cents. On the first of March the stock had further reduced, and the price also. This state of affairs continued until May, without any apparent reason for the declining in price, except artificial pressure by speculators. In May the true situation became more apparent, and prices began steadily to advance. This condition has continued until at the present moment the stock is reduced in London to about 8,000 cases and the price has advanced to the equivalent of 34 cents in America.

The real cause of the increased consumption is undoubtedly the many new industries outside the drug, chemical and paint trade

in which this article plays a most important part, and, while these new uses consume large quantities, the source of supply is not increasing, and the popular impression that the supply of shellac can be increased to unlimited quantities if prices were sufficiently high to warrant it has been exploded, and it is quite improbable that prices for a long time will decline to the former level.

HONEY.—At no time was there an accumulation; there was ready sale for all varieties at normal prices, but this year's California crop is proclaimed a failure, and extreme prices must be expected for this most popular grade.

DAMIANA advanced to 14 cents last November, but gradually dropped back to 8½ cents.

LYCOPodium.—The fluctuations during the year were slight, but stocks are getting very low, and are in strong hands. The market is advancing. The record is that the last crop gathered before the presidential campaign sets in brings high and even extreme prices. While the price ruling in New York is about 57 cents, up to 60 cents is asked in Russia.

MENTHOL.—While the fluctuations were not so pronounced this year as last, the price was well maintained around the \$7 mark, and at one time reached \$7.75, the highest figure in years. The acreage of the peppermint plant this season is prospected to be 30 per cent. larger than that at last season, and lower prices should be the outcome. To-day's spot quotation is \$6.25 per pound.

MORPHIA.—The convention price has been well maintained around \$2 per ounce. In July there was an official advance of 10 cents per ounce, caused by the higher market for opium.

NAPHTHALINE.—The supply and demand have been normal and there is no important fluctuation to record.

NUX VOMICA.—A poor crop and sudden demand brought the price up for Bombay from 2 cents to 3 cents and Calcutta from

1¾ cents to 2¾ cents. The price for years had been so low and the margin of profit so small that importers let their stock run down, and when they had to buy, found that the dealers in Europe and India had also lost interest in the article for the same reason, with the result that quite a boom sprang up when the shortage became apparent.

COD LIVER OIL has, during the last twelve months, been the most interesting article of the drug trade. The high price of \$130 can safely be said to beat all records. This price, which ruled in the late spring, was not nominal, but has frequently been paid for favorite brands.

While a sufficient large number of cod appeared in the Lofoten as well as the Finmarken districts, the livers of the fish captured were very lean, so that the result of this year's catch and production of oil proved to be still worse than that of 1902.

The official statistics as to the catch given below in hectoliters speak for themselves:

Districts.	1903.	1902.	1901.	1900.
Lofoten	625	9,630	15,890	10,770
Outer side Lofoten.....	153	1,474	2,191	2,527
Nordland	61	135	148	100
Trondhjen	207	981	1,419	2,787
Tromsøe	25	2,660	5,177	1,564
Nordmore	80	589	702	971
Ramsdalen	221	765	1,113	1,000
Sondmore	412	1,996	4,952	4,815
Bergenhus	100	125	380	475
Finmarken	920	4,151	3,128	8,088
Crop totals	2,804	22,506	35,100	33,097
Export totals.....		26,500	40,900	32,500
United States imports, barrels..		7,150	8,600	9,000

Districts.	1899.	1898.	1897.
Lofoten	18,450	11,250	18,269
Outer side Lofoten.....	2,684	1,131	3,291
Nordland	246	81	175
Trondhjen	1,940	1,371	2,668
Tr��msoe	1,470	490	1,500
Nordmore	936	916	710
Ramsdalen	1,609	800	1,000
Sondmore	3,503	4,416	3,280
Bergenhus	530	1,650	360
Finmarken	4,118	4,475	4,356
Crop totals.....	35,486	26,580	35,609
Export totals.....	31,000	25,800	33,800
United States imports, barrels.....	8,750	7,200	8,200
Districts.	1896.	1895.	1894.
Lofoten	11,250	12,300	12,300
Outer side Lofoten.....	2,906	2,203	2,272
Nordland	116	50	5
Trondhjen	841	606	1,658
Tromsoe	350	150	246
Nordmore	322	260	680
Ramsdalen	135	250	750
Sondmore	705	704	1,800
Bergenhus	180	100	200
Finmarken	9,603	2,829	5,078
Crop totals.....	26,408	19,452	24,989
Export totals.....	22,700	19,900	24,100
United States imports, barrels.....	3,750	5,900	8,650

The following table will be of interest, as it shows the highest

and lowest prices quoted in this market during each of the nineteen months ending with August, 1903:

	1903.		1902.	
	High.	Low.	High.	Low.
January	\$52 00	\$50 00	\$21 50	\$21 50
February	65 00	55 00	23 00	21 50
March	110 00	65 00	24 00	23 50
April	120 00	100 00	29 00	25 00
May	130 00	120 00	30 00	29 00
June	120 00	120 00	38 00	30 50
July	120 00	110 00	38 00	38 00
August	120 00	110 00	38 00	38 00
September .....	....	....	38 00	38 00
October .....	....	....	45 00	37 00
November .....	....	....	52 00	50 00
December .....	....	....	52 00	50 00
Year	130 00	50 00	52 00	21 50

The past year has been uninteresting in essential oils outside of those of American production.

CHINA OILS.—Anise and cassia are still at low figures, the former having reached its lowest point during the past year, viz.: 95 cents, but is now quoted somewhat higher, about \$1.05. Cassia oil has been more active, market ranging from 60 cents to 72½ cents.

OIL CEDAR reached the highest point in many years, having sold as high as 70 cents per pound for pure oil, this being due to lack of distillation. The same applying to oils spruce and hemlock.

OIL LAVENDER FLOS.—Market ranged from \$1.40 to \$1.70 during the year.

OIL PEPPERMINT has had a remarkable career, the like of which has not been seen in the history of essential oils. Prices were

driven up with surprising rapidity owing to a small crop and the operations of two of the principal producers, who have cornered the bulk of the output. Consumption has been considerably restricted on account of the abnormal prices. Japanese dementholized oil has also followed the upward movement and was the means of checking the advance of the American product, which reached the extreme figure of \$5 per pound, but gradually dropped back to \$2.30.

The crop of 1902 was estimated at 150,000 pounds. The crop now coming in is believed will be larger, but not as much so as expected, owing to plants not being well oiled, caused by the cool, rainy spring and early summer, the small yield in distillation being a great disappointment to many of the farmers.

OIL LEMON touched about the lowest point on record, owing to overproduction.

BERGAMOT AND SWEET ORANGE have been firm and higher.

CITRONELLA reached very low prices, but it is quite probable that it will range higher next year, as the exports from Ceylon have considerably fallen away.

OIL PENNYROYAL.—Last year's crop was good, and this year is expected will be larger, so that lower figures can be looked for.

OIL SPEARMINT.—Weather conditions that brought about changes in peppermint will apply to this oil, as well as oil tansy.

OIL SASSAFRAS.—Market has been very firm, ranging from 37 cents to 45 cents, owing entirely to light supplies.

OIL LINSEED has fluctuated between 32 cents and 42 cents; the lowest figure is generally reached in July and August, when the refineries accumulate stocks and buyers are holding off. Under the present conditions of the seed market 35 cents looks very cheap.

OPIUM.—During the year under review we have seen an important advance in the price of opium, due to partial failure of the crop. The market opened at \$2.75 and kept comparatively steady until February, when it advanced to \$3; in May to \$3.25, and in July to \$3.50. The new crop is variously estimated to yield from 2,720 cases to 3,500 cases, and much greater advance would have been witnessed but for the considerable stock remaining in the primary markets, due to the large crop gathered in the previous year, probably exceeding 10,500 cases. The shortage of the new crop will be magnified by the fact that the opium this year has been gathered mostly from spring sowings, which are seldom as rich in morphine as that made from fall sowings, which were a failure owing to unfavorable weather for the plantings last fall, consequently the morphine makers will be compelled to use a larger quantity of opium to extract the required amount of morphine.

The United States Bureau of Statistics reports the importation of opium for twelve months ending June 30, 1903, as 516,570 pounds, against 534,189 pounds in the previous year. The amount remaining in United States bonded warehouses on June 30, 1903, was 106,031 pounds, against 122,143 pounds June 30, 1902.

It is impossible to estimate how much the present unsettled condition of political affairs in Macedonia may affect the extent of the fall sowings of poppy seed in that section.

PARIS GREEN has fluctuated between $10\frac{3}{4}$ cents and $11\frac{3}{4}$ cents.

POTASSIUM CHLORATE.—The American manufacturers fix the price, which this year ruled at 7 cents to $7\frac{1}{2}$ cents, according to quantity.

CYANIDE sagged from 23 cents to 21 cents.

QUICKSILVER.—The price of this important product varied less

than during former years, when the article was considered highly speculative. The range was between 63 cents and 65 cents.

QUININE.

The price of this commodity did not show as erratic a movement during the year as the trade has been accustomed to experience in past years. Domestic and foreign makers held at 26 cents per ounce beginning with October, 1902, until the end of February of this year, when the price was advanced to 28 cents per ounce, in harmony with higher values realized at the February sale of cinchona bark at Amsterdam. However, this advance could not be maintained for more than five weeks, and on April 4 the former price of 26 cents was again established. This was followed by another decline to 24 cents on May 20, and another to 23 cents on June 20. It remained at this figure a little over a month, when makers advanced to 24 cents on July 24.

The consumption of quinine during the spring and summer months has been rather disappointing, and it is claimed that manufacturers are dissatisfied with the position of the article, which is being kept close to cost prices owing to the keen competition existing among all makers.

The Java quinine product, which does not find a ready market, and is sold at monthly auctions at Batavia, fell as low as 15 florins per kilo in the June sale, which price is equivalent to about 19 cents per ounce laid down in New York. In the July sale it recovered 3 florins, and 18 florins per kilo was obtained, which is equivalent to about 22½ cents per ounce.

The most important factor to influence quinine prices, next to the monthly bark sale at Amsterdam, are the cinchona bark shipments from Java, which are watched carefully by manufacturers as well as others interested in this important industry. These shipments have been increasing from year to year, and were in:

	Amsterdam. Pounds.		Amsterdam. Pounds.
1897	8,437,000	1900.....	10,780,000
1898	11,150,000	1901.....	12,644,000
1899	11,409,800	1902.....	13,253,000
1903, up to and including August.....			8,031,000

All manufacturers of quinine purchase their raw material at the monthly auction sales at Amsterdam, also at London. The latter, however, is not of much consequence any more, as the quantities of bark shipped there from South America, Ceylon and East India are very small.

It is of interest to note the prices paid by manufacturers at the monthly auction sales at Amsterdam, and also the ruling manufacturers' prices for quinine at the time. They were as follows:

	Dutch cents per Amsterdam pound.	Manu- facturers' price per ounce.
1902		
October	6.75	26c.
November	6.	26c.
December	6.25	26c.
1903		
January	6.45	26c.
February	8.20	28c.
April	7.65	26c.
May	7.25	24c.
June	6.20	23c.
July	6.50	24c.

No sale in March and August.

As one Dutch cent per unit is equivalent to $2\frac{1}{2}$ American cents per ounce quinine contained in the bark, and manufacturers paid $6\frac{1}{2}$ Dutch cents for bark in the July sale, the quinine in the bark cost them six and one-half times $2\frac{1}{2}$ American cents, which equals $16\frac{1}{4}$ cents per ounce. If we add to this figure 7 cents per

ounce, which those who are trying to figure out the profits of the quinine manufacturers claim to fully cover the manufacturing and general buying and selling expenses, we get to a cost of $23\frac{1}{4}$ cents per ounce. This would confirm the impression which is current that the manufacturers have been selling quinine pretty close to cost price for some time, and it is believed that if a heavy fall demand should set in, quinine prices are bound to materially improve.

ROCHELLE SALT AND SEIDLITZ MIXTURES advanced about 20 per cent. during the year, due to higher cost of raw material and harmony of manufacturers.

SENEGA ROOT.—The fluctuations have been very wide, starting at about 60 cents a year ago, advanced still further to \$1.10 in spite of the restricted consumption. This price established a new high record. There was practically no senega in the hands of farmers or Western dealers until the crop of 1903 appeared. With the new crop the price gradually dropped back to 55 cents. After some sales had been made at this figure the price in the West advanced again about July 15, 1903, and is now in the neighborhood of 72 cents.

Europe has again entered the market as buyers, and in the absence of aggressive selling the market has strengthened. It is, however, well known that large lots are held back in the West.

GOLDEN SEAL.—This very important and often treacherous article has been extremely quiet but firm, ranging between 50 cents and 58 cents. The crop is short this year, and one consumer has picked up about 20,000 pounds in the Southwest, cleaning up that field materially, and Eastern buyers will have to pay more money now. As stocks in New York are very light and almost bare in Europe, there is a probability of a sharp and lasting advance, for never before has been so little golden seal offered at this season. Since writing the above the price has advanced to 75 cents.

BLOOD ROOT advanced from $4\frac{1}{4}$ to $6\frac{1}{2}$ cents.

ORRIS ROOT.—Prices have been steadier. The decline seems to have extended about as far as demand will permit for the present. The outlook does not favor any immediate improvement on account of the enormous stock on hand.

SARSAPARILLA.—Mexican met with an improvement from 7 cents to 9 cents.

IPECAC.—The accumulated stock of both varieties has caused a steady decline to \$1.20 for Rio and \$1 for Cartagena. The latter is rapidly gaining favor. The alkaloids extracted from ipecac should hold the following percentage of composition:

Emetine, 50 per cent.

Cephacline, 44 per cent.

Psychotrine, 6 per cent.

It is not the percentage of emetine alone which decides the value of the root, but cephacline, which in its behavior resembles morphia, takes an important part. Rio will test as above, while Cartagena root tests high in emetine only.

SAFFRON.—American advanced from 18 cents to 30 cents, due to small arrivals from Mexico and strong control. Later the price was reduced to 27 cents, and advanced again in August, when it reached 35 cents.

SAFFRON, VALENTIA.—The crop having been very poor, the price advanced from \$6 to \$7, and would have gone much higher if the remainder of the crops of the two previous years had not helped to fill the shortage. At present the supply is very low indeed, and a further advance is probable.

SANTONINE advanced from \$6.10 to \$7.10, owing to the scarcity and higher market for wormseed.

CARDAMOMS.—The stock is accumulating, owing to extended cultivation in Ceylon.

A prime, bold article can be had for 50 cents, and jobbing quality for 40 cents, decorticated for 35 cents.

CANARY SEED fluctuated from $3\frac{1}{2}$ cents to $5\frac{1}{2}$ cents and back to the old figure. The movement was due to short crop and speculation.

SPERMACEI had a declining market all through the year, as stock has been plentiful. The present price of 22 cents to $22\frac{1}{2}$ cents is very low, and should be taken advantage of.

STRYCHNIA is ruling higher, owing to higher cost of nux vomica, which advanced about 30 per cent. The tariff protects the manufacturers of strychnia to the tune of 30 cents per ounce, and they take full advantage of this protection; they sell their product abroad at a much lower price than in this country—in fact, so low that it can be brought back here and, after paying the duty, sold for less than the schedule which they have set up for their American customers. There is an outside holder who cuts the market for both sulph. and alk.

SILVER NITRATE fluctuated with the market for the bullion, and is now about 10 per cent. higher than a year ago.

SUGAR OF LEAD advanced about $\frac{3}{4}$ cent during the year.

SUGAR OF MILK.—The price is now $14\frac{1}{2}$ cents, and all factories are controlled by the Caseine Company.

TAPIOCA ruled very low for the last twelve months.

THYMOL sagged from \$2.25 to \$1.80.

TONCA BEANS.—The immense stock on hand was the cause of a decline from 70 cents to 60 cents per pound for Angostura. Para and Surinam are also correspondingly low.

SPIRITS TURPENTINE started a year ago around 51 cents and rose to 70 cents, which price was reached about April 1. After this

date it gradually dropped back to 52½ cents, again advancing in August to 58 cents, equal to 56 cents in Savannah. The consumption being largest during the spring months, the records of the past few years show that the price reached the highest point during March and April.

VANILLIN fell from 60 cents to 50 cents per ounce, and some say that it will go still lower.

VANILLA BEANS, MEXICAN.—About a year ago there was quite an advance from the extremely low prices that prevailed earlier in 1902. This advance was continued well up into December and January, but when the new crop began to arrive prices eased off, and to-day stand just a shade lower than they were a year ago. The same can be said of Bourbon vanilla beans; they also advanced during the fall and winter months, and declined somewhat in the last three or four months.

WAX.—Brazil (carnauba) was in good demand and advanced about 15 per cent. during the year. Leather manufacturers, shoe polish and glazed paper makers are the principal consumers.

JAPAN WAX rose from 10 cents to 14½ cents on account of light offerings from the country of production. As the consumption is increasing, a further rise is probable. Laundries and cartridge manufacturers buy it in very large quantities.

PARAFFIN.—The very heavy export demand was the cause of an advance of 1 cent per pound for all grades.

SAW PALMETTO BERRIES are gathered in July and August and ready for shipment from Florida in August and September, and reach the lowest level in September and October, during which months they can generally be had around 6 cents per pound. Later in the season they have often advanced to 30 cents and higher, for the reason that the berries will not keep indefinitely.

WOOD ALCOHOL declined from 65 cents to 50 cents, owing to strong competition. Respectfully submitted,

THOS. M. CURTIUS, *Chairman*.

New York, September 1, 1903.

PRESIDENT HOVER: I do not see present the Chairman of the Special Committee of Commercial Travelers, Frank S. Henry, of Cleveland, and I do not know whether the report is ready. The Secretary informs me that he has the report, and we will take that up next.

Secretary Toms read the report:

REPORT OF SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS

Mr. President and Gentlemen:

As Chairman of this Committee, I have given the subject of a proper report to be made to this Association some thought, and have concluded that as the commercial travelers are not eligible to membership and do not as such have a voice in the proceedings of the Association, that my report will naturally be confined to a few remarks on the traveling man.

After almost forty years as a commercial traveler, I am pleased to have this opportunity of saying a few words, which I hope may be of some value to those who are just beginning a similar career.

First of all, do not become a commercial traveler unless you are willing to work hard, both early and late. Industry, properly directed, will always win.

The life of a commercial traveler is not all sunshine—there are many unexpected crosses to bear. So it is well not to be too sensitive. For that reason, health is essential. A sickly man is prone to nervousness, and can not endure with calmness the many annoyances that come into the lives of all commercial travelers.

Honesty and an even temper are also necessary if a man expects to succeed. It is also a great help to study the dispositions of the various buyers, and no matter how close an intimacy a traveler may enjoy with these gentlemen, he should be reserved and practice politeness at all times. Many of the buyers are members of the different firms, and it is our duty to treat them with the dignity to which their positions entitle them, and address them as "Mr. Jones" or "Mr. Smith," instead of calling them "Jim" and "Bill." From personal observation, we know that many buyers object to the too familiar address. It is well to show the balance of the office force that we, as commercial travelers, respect the buyer.

Every buyer is pleased to talk with a well-posted commercial traveler—one who can converse intelligently about the goods he is offering for sale. It is a great gift, gentlemen, to be able to talk well, and to know when to stop talking. When the buyer commences to move uneasily in his chair, it is time to go—or rather, you have stayed too long, for you must remember he has other work that must be done, other traveling men to see, who are perhaps waiting for you to vacate that chair. So attend to your business promptly, and in such an agreeable, intelligent manner that the buyer will find himself wishing you had remained longer.

We all know the buyer is one of the hardest worked men in a wholesale drug house. So do not expect always to find him with a genial smile on his face. He has many trials that we, as salesmen, know nothing about. The buyer's desk is the dumping ground for the whole store, including the upstairs force. So be patient with him and do not detain him at a time when he is waiting to join his family for the dinner hour.

Another point I would suggest: Study the line of goods you are selling, where they are made, where the material comes from, in fact, all there is to know about them, for it is one of the things the buyer expects you to know and to be well posted in. As a

rule, the buyer has no time to waste upon some one who does not understand his business.

Another point I wish to mention is the habit of taking high-balls.

Some of us can look back into the sixties and seventies, and recall some of the finest and brightest men who ever carried a grip, whose lives and homes were wrecked by taking at first a social glass, until the habit became fixed and beyond their will power to control. Scattered are they from the Atlantic to the Pacific, and from the Gulf of Mexico to the British possessions. You, my older friends, knew them. You know of the broken homes, and the misery brought upon the innocent families. Many of these men filled early graves, who might be alive and useful to-day, had they been strong enough to resist temptation and say no at the right time. The disgrace and injury does not only affect the fallen brothers, but all commercial travelers suffer individually and as a class.

As we grow older, 'tis with a saddened memory we take a retrospective view of the many bright and active men who started out with the promise of a future full of success, and all that makes life brilliant and happy, only to fall by the wayside, sad victims of the social glass.

Respectfully submitted,

FRANK S. HENRY, *Chairman*.

PRESIDENT HOVER: This report will also go to the Board of Control.

This completes the reading of the reports, with the exception of the report of the Committee on Adulterations, J. L. Hopkins, Chairman, New York City. Mr. Hopkins does not seem to be in the meeting room, although he is present at the convention. As the Secretary has the report, perhaps it had better be presented at this time.

Secretary Toms presented the report:

REPORT OF COMMITTEE ON ADULTERATIONS

Mr. President and Gentlemen:

Your Committee on Adulteration, in so far as it exists in the lines of goods represented by this Association, finds that the subject has been so comprehensively dealt with in reports of previous Committees, that the present Committee finds little to say which would justify it in occupying the time of the Convention to consider. That the Association maintains a Committee on Adulteration presupposes that the evil exists to an extent meriting the labor which such a Committee might be expected to devote to its investigation and to the suggestion of remedies for its cure. Reports upon the subject, which have appeared in the public proceedings of the Association for the past several years, have dealt with general rather than specific instances of adulteration, and this is largely true of the mass of literature which every year finds its way into the proceedings of scientific societies here and abroad, and which, in the United States at least, is made the basis of periodical attacks upon the integrity of the drug business in the public prints.

Your Committee is not disposed to ignore the fact that in the mass of effort which is made to detect adulterations, specific instances of flagrant sophistications are exposed. But in the treatment of the subject by the public officers charged with the detection of such offenses and by the laymen who use it as the basis of sensational newspaper articles, or of unnecessary legislation, the generalities so far outweigh the specific instances that your Committee can not resist the conclusion that existing conditions do not justify the popular suspicions as to the integrity of the goods sold by the drug trade throughout the United States.

It is reasonable to assume that these conditions have been improved by the work of this Association and similar bodies, and it is but fair to recognize the success of such work.

The drug trade suffers to no small extent by the popular confusion of the goods which it handles with what are known as "grocers' drugs," a class of preparations which offer every opportunity for sophistication and which are sold by dealers in general merchandise who are subject neither to the legal nor the moral restraints controlling those who are permitted to handle medicinal drugs. The ambitious analyst, or the sensational reporter, who starts upon a tour of investigation and discovers an insect-deströying compound, grocers' spices, a cleaning material, or a baking powder, which does not respond to all the tests for its integrity, straightway discourses upon "adulterations in drugs," and in so far as the discourse is read or has any influence, it is accepted as an exposure of the methods of the drug trade.

The inequalities in prices which still prevail upon many lines of drugs, and which naturally carry an impression of a like irregularity in quality, is an unfortunate feature of the business which, in the opinion of your Committee, results rather from the absence of a well defined and universally accepted standard of quality, than from any sophistication of the drugs themselves. This condition is in itself no reflection upon the integrity of the manufacturers or several classes of merchants engaged in the business, nor is it one easily to be met. The governmental standardization of certain crude drugs has served to promote greater uniformity of quality in the articles which are the subject of such regulation, and there is no evidence that the effort of the government in this direction has been nullified to any extent by the sophistication of goods after they have passed the customs examination. But such systems of standardization are not without their drawbacks, and are found in operation to shut out goods which, if sold on their assayed value, would be equally serviceable to the manufacturer, and yield products of equal purity and therapeutic value, with those of the higher governmental standards. If this organization, and others which have labored so successfully toward the abate-

ment of the evil of adulteration, can now devise some means of supplementing that work with an intelligent and effective means of standardizing the quality of drugs, their labors will be better rewarded than by continuing the denunciation of a practice, which, however reprehensible it may be, does not at present seem to exist to an extent at all beyond the control of the official bodies which the national government, as well as the several States and most of the leading municipalities, charge with such police duties.

The buyer of drugs and medicines, whether he be dealer or consumer, who makes his purchase the subject of the same rules that might govern a purchase of ordinary merchandise, is likely to find the same conditions confront him. There are grades of wheat flour suited to the views of every class of buyers, and the same is true of cotton cloth and hundreds of other articles of merchandise. The flours are all made from pure wheat and are in themselves pure flour; the cloths are made from pure cotton, yet no buyer expects that he is getting the same grade of flour for \$3 per barrel that he would get for \$5, nor does the buyer of cotton cloth expect that he would get as fine goods of the same weight per yard for six cents as he would get for twelve. Like conditions exist in the drug trade to-day, with no more dishonesty on the part of the seller, and they will continue to exist, without involving any sophistication or other act of dishonesty on his part, so long as there is no absolute standard for the protection of the seller as well as the buyer. The various exchanges and boards of trade throughout the country have established standard grades of nearly all articles coming under the head of bread-stuffs and provisions, and the miller who desires to make a special quality of flour, or the cotton manufacturer who makes a special quality of cloth, can each purchase his raw material by naming the grade he desires, with absolute assurance as to its quality in all the respects essential to the uses to which he intends putting it. The quality of his own product is thereafter assured,

unless it be altered by lack of skill or uniformity in his own methods, and the consumer is taught by experience about what to expect from a flour or a cloth at a given price. The initial quality of goods in almost any line may be impaired by improper handling, and a lack of skill in converting a crude drug or chemical into the proper form for dispensing is frequently responsible for deficiencies in the therapeutic action which the physician or analyst ascribes to "adulteration and wrong intent."

The ultimate consumption of most drugs is for therapeutic purposes, and if a therapeutic standard were fixed for such drugs, so that the retail druggist could be readily assured of the quality of everything he bought, the inherent honesty in every branch of the trade would maintain a degree of uniformity, the lack of which now leads to ill-founded suspicions of dishonest adulteration. When so large a proportion of crude drugs are used for conversion into alkaloidal or other pharmaceutical forms for dispensing, the manufacturer, for reasons already referred to, may properly be left to purchase his materials upon the basis of their assayed value, in so far as this can be done without menace to the therapeutic value of the product which finally reaches the consumer. The American manufacturer of morphine is to-day probably handicapped by the governmental standard for opium, inasmuch as he is unable to purchase for manufacturing purposes a low grade of gum which, based upon its alkaloidal value, he could obtain at a relatively lower cost than the standard grade required for dispensing.

It seems to your Committee that intelligent trade regulations, supported by laws easy of enforcement, might be adopted, which would place the drug business in a position equal in these respects to that occupied by other branches of business, at the same time affording the consumer the protection to which he is entitled, and relieving the situation from the odium under which the trade suffers from the overestimated drugs of adulteration.

While we believe that much has been accomplished toward eliminating from the trade adulterations in many lines of goods handled by the members of this Association, it is doubtless well to continue a vigilant search for new instances of this form of fraud or of other inequalities which might be worthy of consideration. To that end your Committee believes that its successors might make good use of an appropriation of a few hundred dollars to pay for assays of suspected samples which might be submitted to the analyst by the members of the Association from time to time, or which the Committee might secure in pursuing its investigations. This would enable succeeding Committees to bring out specific instances of sophistication which would help to still further reduce the practice.

Respectfully submitted,

J. L. HOPKINS, *Chairman.*

PRESIDENT HOVER: That completes the reading of the reports, I believe. Are there any more reports?

SECRETARY TOMS: None that I have in hand.

PRESIDENT HOVER: Have you any other business at this session?

SECRETARY TOMS: I have, sir.

PRESIDENT HOVER: Proceed.

Secretary Toms read the following:

REPORT OF PROPRIETARY COMMITTEE ON TREASURER STRONG'S PAPER REGARDING FINANCES

The Committee on Proprietary Goods, to which was referred the paper submitted by Treasurer Strong in regard to the finances of the Association, beg to report that it is their opinion that a Finance Committee of five, of which the Treasurer shall be Chairman, be appointed by the incoming President, to take into consideration the question of providing sufficient revenue to meet our expenses and to report to the next annual meeting of the Association.

JOHN N. CAREY, *Chairman*.

PRESIDENT HOVER: Gentlemen, you have heard the report presented by the Proprietary Committee on the subject assigned to them. What action will you take upon it?

MR. KLINE: I move that the report be adopted. (Motion seconded and carried.)

SECRETARY TOMS: I have the following communication from the Proprietary Association:

COMMUNICATION FROM PROPRIETARY ASSOCIATION REGARDING VAN STAN'S STRATENA CEMENT

Boston, September 9, 1903.

Mr. J. E. Toms, Secretary National Wholesale Druggists' Association:

DEAR SIR—On receipt of the report of the Committee on Infringements and Simulations of Trade-marks at the second session of the Proprietary Association, it was

Resolved, That the National Wholesale Druggists' Association be requested to take similar action in the Van Stan's Stratena case as they did in the case of Malted Milk in the year 1902.

JOSEPH LEEMING, *Secretary*.

PRESIDENT HOVER: If no objection is made, the communication will be referred to the Proprietary Committee.

Before a motion to adjourn is received, I wish to remind you that our session this afternoon commences at two o'clock. We have a large amount of business to transact. The Board of Control will be ready with their recommendations at that time. Inasmuch as the consideration of these recommendations is liable to take some time, I trust you will be on hand promptly at two o'clock, at which time the fourth session will be called to order.

On motion, adjourned until two P. M.

(The following report was handed to the Secretary after the adjournment of the convention.)

REPORT OF COMMITTEE ON PASSENGER RATES AND ROUTES

To the Officers and Members of the National Wholesale Druggists' Association:

Your Committee on Rates and Routes would respectfully report that for the present meeting they were able to obtain from the various traffic associations east of the Rocky Mountains the usual one and a third rate, certificate plan, which has resulted in an attendance of 350, exclusive of city members.

For the future guidance of members we would suggest that they be careful to file for ready reference the notices they may receive from this Committee. We find that too often they are thrown aside, and within a few days of the meeting there is al-

ways a vigorous demand for these documents and much correspondence results, and some mistakes are made in the purchase of tickets and securing of Pullman accommodations, and a few disappointments ensue.

At the risk of exceeding our duties, we would urge upon members the desirability of promptly applying for hotel accommodations many weeks in advance, and should it develop later on that they can not go, reservations can be canceled.

Respectfully submitted,

THOMAS P. COOK, *Chairman.*

FOURTH SESSION

WEDNESDAY AFTERNOON, September 9.

President Hover called the meeting to order at 2:40 o'clock.

PRESIDENT HOVER: The first business will be the reading of the minutes of the last session.

Secretary Toms read the minutes of the third session, which were approved.

PRESIDENT HOVER: Is the Chairman of the Committee on Nominations ready to report? Is the Committee on Time and Place of Meeting ready to report? If not, the next thing in order will be the report of the Special Committee on the President's Address.

(Vice-President Cutler in the chair.)

CHAIRMAN CUTLER: Is the Committee ready to report on the President's Address?

MR. W. J. WALKER, Albany: Mr. Chairman, we respectfully present the following report:

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS

The report of the President presents in a concise form the leading conditions that are of vital interest and importance, and we recommend to each of our members a careful perusal of the same.

The growing expense of conducting business and the decreasing profits on many lines, coupled with the disappearance of some of the profitable lines sold largely in the past, must awaken renewed interest on the part of every jobber as to the future conduct of his business, if it is to remain on a solvent basis.

The general principle that the wholesale druggist is the legitimate and necessary distributor of proprietary medicines, chemicals and pharmaceutical preparations to the retail trade should be constantly borne in mind. The importance of this cardinal principle should be steadily recognized in our deliberations and in our conferences with proprietors and manufacturers. Adequate compensation should be considered as carefully as the importance of the services rendered. In addition to these general recommendations, we offer the following resolutions to put into effect the recommendations of the President:

First—Resolved, That we desire to place on record our appreciation of the action of the Proprietary Association in meeting with us on this occasion, and we express the hope that they will continue the same course in the future.

Second—Resolved, That this Association add to its list of honorary members the name of Thomas Lord, as a token of its ap-

preciation of his long and honorable business career, and the Secretary is hereby instructed to advise Mr. Lord of such action.

Third—Resolved, That we consider that the methods pursued by the retiring President in the selection of the membership of the Committee on Local Associations is judicious and desirable, and the incoming President is hereby recommended to continue the same.

Respectfully submitted,

WM. J. WALKER,

C. F. SHOEMAKER,

M. CARY PETER,

Committee.

CHAIRMAN CUTLER: Gentlemen, you have heard the report of the Committee on the President's Address. What action will you take upon it?

MR. MAIN: I move the adoption of the report. (Motion seconded and carried.)

(President Hover in the chair.)

PRESIDENT HOVER: Is the Committee on Nominations ready to report?

Mr. Walker presented the report.

REPORT OF COMMITTEE ON NOMINATIONS

To the President and Members of the National Wholesale Druggists' Association:

Your Committee on Nominations would respectfully report the following:

For President—C. F. Shoemaker, Philadelphia, Pa.

For Secretary—J. E. Toms, Indianapolis, Ind.

For Treasurer—Samuel E. Strong, Cleveland, Ohio.

For First Vice-President—M. Cary Peter, Louisville, Ky.

For Second Vice-President—Fred L. Carter, Boston, Mass.

For Third Vice-President—C. F. Michaels, San Francisco, Cal.

For Fourth Vice-President—James W. Morrisson, Chicago, Ill.

For Fifth Vice-President—A. D. Parker, New Orleans, La.

For Board of Control—

Lucien B. Hall, Chairman, Cleveland, Ohio;

Henry W. Evans, Kansas City, Mo.;

A. M. Reid, Atlanta, Ga.;

Charles P. Barton, Louisville, Ky.;

Charles A. Jerman, Milwaukee, Wis.

Respectfully submitted,

WM. J. WALKER,

E. D. TAYLOR,

M. N. KLINE,

R. H. BRADLEY,

C. P. WALBRIDGE,

Committee.

PRESIDENT HOVER: Under the rules governing our procedure this report will lie over for two hours.

Is the Chairman of the Committee on Time and Place of Meeting in the room? If not, we will proceed with the order of business, which at this time will be the recommendations on the various reports. Is the Board of Control ready to report?

MR. HALL: Mr. President and Gentlemen—The Board of Control respectfully presents the following in connection with the report of the Committee on Memorials of Deceased Members:

REPORT OF BOARD OF CONTROL ON MEMORIALS OF
DECEASED MEMBERS

The Board notes with great sorrow that the Committee on Memorials of Deceased Members has again been called upon to record the deaths of so many of our members since we last assembled. The grim reaper has indeed been busy in our ranks, and during the past year nineteen of our associates have been called to their eternal reward.

The Committee has performed in an admirable manner the sad duty of recording the virtues of our departed friends, and as suggested by the Chairman, we think it eminently fitting that we should turn aside from our business for a short time and pay just tribute to those who have gone on before. The Board therefore recommends that the President designate a time when our members may have an opportunity to say a few words in memory of our deceased associates.

We further recommend that a memorial page be set apart in the journal of this Convention upon which the names of our departed members shall be inscribed, and also that the report of the Committee be adopted and printed in our proceedings.

PRESIDENT HOVER: Gentlemen, you have heard the report. What is your pleasure?

MR. KLINE: I move the adoption of the report.

PRESIDENT HOVER: Are there any remarks?

MR. MAIN: I would move as an amendment to the motion just made in connection with this report that the Secretary be directed to include with each memorial a portrait of the deceased member, where such portrait

is obtainable. (Motion seconded and carried, and the report was then adopted.)

MR. HALL: The Board of Control respectfully presents the following in connection with the report of the Committee on Credits and Collections:

REPORT OF BOARD OF CONTROL ON CREDITS AND COLLECTIONS

The elaborate report of the Committee on Credits and Collections shows that the Chairman has given very careful thought to the various subjects discussed in the report, all of which are of the greatest interest to the entire trade. His views are clearly and forcibly expressed, and indicate that he has a most comprehensive grasp of the whole situation.

It is very gratifying that the trade conditions of the country generally are in such a satisfactory shape as stated in the report.

The Board of Control fully concurs in the recommendation of the Committee that wholesale druggists should exercise unusual caution in encouraging the starting of new retail drug stores, and especially where this is done largely on credit. This is a most important point, and the Board feels that the experience of our members generally will convince them of the necessity of watching this matter very carefully, both in their own interest and that of the retailers themselves.

On the subject of uniform terms and discounts, the Board agrees with the Committee that this is a matter which can be controlled only by the local associations, or by a uniform course of action on the part of the wholesale dealers in any territory where no regular organization exists. There can be no question of the great desirability of uniform terms and discounts throughout the entire country, and this Association can not too strongly

indorse this principle. The Board therefore recommends that we reaffirm the resolutions adopted upon this subject at our last annual meeting, as follows:

"Resolved, That it is the sense of this Association that the adoption of thirty days and one per cent. for cash, as being the established terms in the sale of drugs and proprietary articles, is not only wise, but amply justified by sound commercial reasons and practice.

"Resolved, That we urge upon the local associations throughout the United States to continue the agitation of this subject, as it is only through such local agitation that the desired end can ever be accomplished."

The Board fully agrees in the wisdom of the suggestion made by the Committee that it is not only just, but likewise good policy to charge interest where overdue time is taken. The reasons advanced by the Committee for this action are most excellent ones, and are commended to the careful consideration of our members.

We are in hearty accord with the recommendations of this Committee that the members of the wholesale drug trade, in common with all other merchants, should take a keen and active interest in the National Creditmen's Association, as well as the local credit associations existing in their respective cities. We believe that great good has been accomplished by the work of these credit associations, as shown by the report of the Committee. In this connection the Board would recommend that this Association adopt the following resolution:

Resolved, That the National Wholesale Druggists' Association heartily indorses the efforts of the National Creditmen's Association to secure the passage of a uniform law preventing sales of stocks of goods in bulk without proper protection to creditors.

The Board calls particular attention to the suggestion of the Committee that unity of action among creditmen is highly desira-

ble, and can not fail to be productive of good results to all concerned. We recommend that our members and wholesale druggists generally should encourage the closest co-operation among the creditmen of the various houses in the manner suggested by the Committee.

In view of the statement made by the Committee as to the doubtful character of the results obtained from credit insurance, the Board feels that this is a question which should be left to the individual judgment of each of our members.

The Board fully agrees with the Committee that receipts are unnecessary for remittances which require the indorsement of the receiver, and we recommend that the local associations use every effort to extend this practice among their members generally.

The Board believes that the subject of currency reform is one of vital importance to the business and financial interests of the country, and we would recommend that the incoming Committees on Credits and Collections and also on Legislation watch and study very carefully the measures which may be proposed in Congress for relief in this direction.

PRESIDENT HOVER: Gentlemen, you have heard the recommendations of the Board of Control. What is your pleasure?

MR. TAYLOR: I move the adoption of the report.
(Motion seconded and carried.)

MR. HALL: The Board of Control respectfully presents the following in connection with the report of the Committee on Fire Insurance:

REPORT OF BOARD OF CONTROL ON FIRE
INSURANCE

The report of the Committee on Fire Insurance is an admirable document and shows that the Chairman has given this important subject the most careful and intelligent consideration. He is entitled to the hearty thanks of the Association for his arduous labors.

We invite the special attention of our members to those portions of the report which show the necessity for "securing such additions to the standard form of policy as will adequately cover the individual risk"; "the list of rates for insuring drug stocks as showing the reduction of rates following the reduction of hazards"; "the low cost of insurance in mutual or reciprocal underwriters."

We indorse and recommend the adoption of the resolution contained in the report as follows:

"Resolved, That the incoming Committee on Fire Insurance are requested to embody in their report:

"First—The origin of fires occurring in stocks of drugs and chemicals during the coming year, so far as it may be possible to ascertain the same.

"Second—A list of hazardous drugs, chemicals, oils and fluids, with suggestions as to their handling and storage.

"Third—How best to equip a drug house so as to promptly extinguish a fire, if one occurs.

"Fourth—How to organize a fire brigade in an individual warehouse."

PRESIDENT HOVER: Gentlemen, you have heard the recommendations of the Board of Control. What action will you take upon them?

MR. PETER: I move the adoption of the report. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully presents the following in connection with the report of the Committee on Paris Green:

REPORT OF BOARD OF CONTROL ON PARIS GREEN

From the report of the Special Committee on Paris Green it is evident that the Committee has given this article much attention during the last year, and while they did not succeed in placing paris green on the rebate plan, we learn from this report that through their efforts it was sold at a uniform price in twelve of the leading cities. We concur in the recommendation of the Committee and offer the following resolution:

"Resolved, That the incoming Committee use their best efforts to secure the sale of paris green under a rebate for the season of 1904, and if unable to secure this, that a scale of prices be recommended by the Committee."

PRESIDENT HOVER: You have heard the report of the Board of Control on the report of the Committee on Paris Green. What is your pleasure?

MR. WALKER: I move that the report be adopted as read. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully presents the following in connection with the report of the Committee on Box and Cartage:

REPORT OF BOARD OF CONTROL ON BOX AND CARTAGE

The Board of Control believes that our Association has for the coming year very few more important Committees than the one on Box and Cartage, and we think its members well fitted for the work before them. We recommend, therefore, that the present Committee be continued for another year, and we urge that local organizations arise to the emergency of the situation, render all possible encouragement and assistance, and co-operate with the Committee in their efforts to reinstate a uniform charge for case and cartage.

We also favor the recommendation of the Committee requesting that the Secretary of our Association be authorized to correspond with the various grocery and hardware Associations with a view of interesting them in this movement.

PRESIDENT HOVER: Gentlemen, you have heard this report. What is your pleasure?

MR. WELLER: I move that the report be adopted as read. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully submits the following in connection with the report of the Committee on Legislation:

REPORT OF BOARD OF CONTROL ON LEGISLATION

The report of the Committee on Legislation shows that the Chairman has given the closest attention to the important matters in charge of this Committee, and the thanks of the Associa-

tion are due to him and the other members of the Committee for the arduous labors they have performed in behalf of the trade.

While it was impossible to secure the passage of the Joy Bill last year, notwithstanding the hard work done by our Committee and the representatives of other commercial bodies, we would recommend that the incoming Committee on Legislation be requested to do all in its power to secure the enactment of legislation for the reduction of the tax on alcohol; and as the report indicates that the sentiment in favor of such legislation has greatly increased, it is hoped that some definite results may be obtained at the next session of Congress.

In accordance with the Committee's suggestion, the Board recommends that the incoming Committee on Legislation give its support to any pure food bill introduced at the next session of Congress, provided the bill conforms to the measures which this Association has indorsed in the past.

The Board indorses the recommendation of the Committee that our incoming Committee on Legislation continue the effort to secure the passage of Section 6 of the Lovering Bill providing for a drawback on domestic alcohol used in the manufacture of exported articles.

PRESIDENT HOVER: Gentlemen, you have heard the report. What is your pleasure?

MR. CAREY: I move its adoption.

MR. M. N. KLINE, Philadelphia: I was afraid this morning we would not get through with our business. Now, I am afraid we will get through too soon, and as that report was not a very long one, I rise to discuss it. There are some facts and figures which are in my possession that I received too late to incorporate in the re-

port, and I would like to get them on our records; and as I feel that these reports ought to be discussed, I do not know of any better way than for each man to discuss his own report if no one else will do it.

The firm of Allen & Graham, New York, attorneys-at-law, who have given this subject a great deal of attention, have quite recently sent me a pamphlet from which I am going to recommend, before I resume my seat, that some extracts be printed in our proceedings in connection with the printing of my report. This pamphlet is entitled: "Cheaper Alcohol for the Arts and Manufactures—How German Industries Have Been Developed by a Policy of Cheap Alcohol for Manufacturing Purposes." It seems to me, as I said in the report, that what Germany has done and is doing we might be justified in trying to do ourselves. The population of Germany is about two-thirds that of the United States. It is stated in the pamphlet (and I presume these figures have been carefully collated by Messrs. Allen & Graham), that the German industries consume 56,373,739 gallons of pure alcohol yearly. Dr. Schweitzer said to me yesterday, after I read my report, that I was on the wrong track in recommending this section 6, providing for the refund of the duty on alcohol; that the proper thing to do was to recommend denaturized alcohol. Dr. Schweitzer is an authority and is no doubt fully familiar with what is being done in Germany, but here is a statement that 56,000,000 gallons of pure alcohol, not denaturized alcohol, is consumed in the industries of Germany, as against 10,000,000 gallons in the United States. Germany, with two-thirds of the population, has over five times the consumption of alcohol by reason of the fact that the German Government does two things—first, they provide a very low duty

on alcohol, and second, they provide free alcohol for articles exported.

Now, as a matter of fact, section 6 of the Lovering bill could, I believe, be passed without very much difficulty if it were by itself; but it is a part of the Lovering bill having, as the number indicates, six or seven sections providing for the refund of duties on various articles outside of our own and, of course, the others are dissimilar to our own, because they provide for the refund of the import duty, whereas our section 6 provides for the refund of the domestic tax paid on alcohol. I wanted to speak about this because I desire to arouse, if possible, a sentiment among the members of the organization in favor of that legislation for the benefit of the incoming Committee on Legislation. We ought to bestir ourselves and try to bring about something which will increase the manufacture of chemicals and medicinal preparations for export. Of course it would be better if we could secure a lower rate of tax on alcohol, and we will simultaneously keep at work in the direction of securing a lower rate of tax on alcohol, two separate bills being proposed.

I want to ask that certain extracts from this pamphlet which I have in my hand be included in the published proceedings of this convention, in connection with the printing of the report which I read at the meeting yesterday.

MR. WALKER: I second Mr. Kline's motion.

PRESIDENT HOVER: Did Mr. Kline make a motion?

MR. KLINE: I make a motion that certain extracts from this pamphlet, from which I have just quoted, be incorporated in the report of the meeting in connection

with the report of the Committee on Legislation, which I read yesterday.

PRESIDENT HOVER: Are there any remarks to this motion? (Motion seconded and carried.)

SECRETARY TOMS: I will request Mr. Kline to indicate what he desires shall be published in the proceedings, to be taken from the pamphlet he refers to.

MR. HALL: The Board of Control respectfully presents the following in connection with the report of the Committee on Trade-Marks:

REPORT OF BOARD OF CONTROL ON TRADE-MARKS

The report of the Committee on Trade-Marks contains a great deal of information which is interesting and valuable to all our members, as it gives a history of all the important trade-mark decisions rendered during the past year.

The report shows conclusively that it is absolutely necessary for manufacturers to register their trade-marks in foreign countries with the greatest promptness, and also that they should be particularly careful in the description of their products, so that they may be assured of the protection of the courts against imitators. We are gratified to learn from the report that the tendency of court decisions is more and more favorable to the protection of the legitimate rights of proprietors.

The thanks of the Association are due to the Chairman of this Committee for the valuable work which he has performed during the past year.

PRESIDENT HOVER: Before acting on the report of

the Board of Control, which has just been read, the Chair is reminded of the fact that no action was taken by this body on the previous report, although the motion was made. Therefore, as many as are in favor of the adoption of the report of the Board of Control on the report of the Committee on Legislation will signify it by saying aye. (The report was adopted.)

What will you do with the report of the Board of Control which has just been read?

MR. T. F. MAIN, New York: I move its adoption, and that the thanks of the Association be extended to the Chairman of the Committee for the valuable information contained in the report. The matter of trade-marks is of interest to every one of us, and some of the information given in the report is doubtless new to many of the members—particularly the condition of the trade-mark laws in Cuba and Germany, where the man who first registers a trade-mark becomes entitled to its use, to the exclusion of the originator and owner of the trade-mark in another country. I happen to know that one of the firms in New York City using a trade-mark, found their trade-mark had been entered in Havana by a person who had no connection with their business, and the only way they could sell their goods in Cuba was to buy their trade-mark from the man who had entered it there, and it cost them over \$1,000 to do so. Just such information as is given in the report is valuable to all members of the Association who have any interest in trade-marks.

(Mr. Main's motion was seconded and carried.)

MR. HALL: The Board of Control respectfully pre-

sents the following in connection with the report of the Committee on Suits Against Members:

REPORT OF BOARD OF CONTROL ON SUITS
AGAINST MEMBERS

The Board of Control congratulates the Association upon the fact that our Special Committee on Suits is able to report that the long drawn out suit of the John D. Park & Sons Co. has at last been decided in favor of the Association by the court of last resort in the State of New York. It is particularly gratifying that the decision affirms the perfect legality of the rebate plan.

The Board indorses the recommendation of the Committee that we print in our proceedings the pamphlet issued by the Committee containing a history of the Park case with the opinions of the court in the recent decision.

While there is a great difference between the rebate plan of selling proprietary medicines and the system used by the American Publishers' Association in the sale of books, we concur in the recommendation of the Committee that the decision in the case of Macy against that association be also printed in our proceedings, simply as a matter of information and record.

In consideration of the immense amount of time, thought and labor which has been expended by the Committee on Suits in the defense of the Park case during the past seven years, the Board recommends that they be given a rising vote of thanks in appreciation of the valuable services which they have rendered to the Association.

While the work of the Committee on Suits in this particular case has been so successfully completed, the Board feels that it is very important that the same Committee should be continued for another year, as the familiarity of its members with all past

suits especially fits them for looking after the interests of our Association in all matters connected with litigation.

PRESIDENT HOVER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. TAYLOR: I move its adoption.

(The report was adopted by a rising vote.)

MR. KLINE: Mr. Chairman, you and I appear to be in a hopeless minority, as we are the only two standing when the negative of this question is before us.

PRESIDENT HOVER: You are quite in the minority, Mr. Kline.

MR. KLINE: While I much appreciate this very courteous action, I want to make a confession. I do not think the Committee on Suits has done very much work. As said in the report, the attorneys for the Committee have done a good deal of work, and a good deal more thinking, and I really believe they have handled the case very skillfully. There can be no question about our being under obligations to the gentlemen who have had charge of the case, further than is expressed in the small fees which we occasionally send them from the treasury, and I have pleasure in announcing that Mr. Jayne, the senior counsel—not senior in years, but the attorney first employed—will be, I hope, with us to-morrow, or certainly to-morrow evening.

The last recommendation of the Board of Control which you and I could not vote down, because there were only

two who rose, is not in accordance with my judgment. That is not because I hesitate, under the election which this amounts to, to further assume any duties that may fall upon the shoulders of that Committee, but because it seems to me, after our litigation is ended, that having on our records a Committee on Suits might suggest to some of these gentlemen about the country that the Committee might as well have some further work to do, and another suit be inaugurated. I think that is to be deprecated. However, the motion has passed, and, I presume, will stand.

MR. HALL: In that connection, I will say that it seems to me that the continuation of the Committee would be a warning to all people that we have a Committee on Suits and that this Committee would be glad to defend any case brought against us.

PRESIDENT HOVER: We will listen to the next report of the Board of Control.

MR. HALL: The Board of Control respectfully presents the following in connection with the report of the Secretary:

REPORT OF BOARD OF CONTROL ON SECRETARY'S REPORT

The thanks of the Association are due to Mr. Toms for the able manner in which he has discharged his duties as Secretary during the past year, and for his very satisfactory report, with the valuable recommendations which it contains.

The Board of Control approves the Secretary's recommenda-

tion that a copy of our annual proceedings be sent regularly to the Secretary of each State and Territorial Pharmaceutical Association, also to the Secretary of each local organization of wholesale druggists.

The Board calls particular attention to the Secretary's request that some of our members will supply him with the reports of the Western Wholesale Drug Association for March, 1876, February, 1878, and November, 1879, as it is exceedingly important that there should be a complete set of our annual reports on file in his office.

We heartily concur in the Secretary's recommendation that delegates be formally appointed by our President to all the State and Territorial Pharmaceutical Associations, as well as National Associations in the drug trade, and that a list of such delegates, with the time and place of the various meetings, be published in our annual proceedings.

PRESIDENT HOVER: Gentlemen, you have heard the recommendation of the Board of Control in connection with the report of our Secretary. What is your pleasure?

MR. C. F. SHOEMAKER: I move that the report of the Board of Control be adopted. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully submits the following in connection with the report of the Committee on Commercial Travelers:

REPORT OF BOARD OF CONTROL ON COMMERCIAL
TRAVELERS

The report of the Committee on Commercial Travelers is very entertaining, but the traveler who does energetic, conscientious work and produces good results for his house is far from being a "necessary evil." On the contrary, he is a valuable and indispensable assistant in the conduct of the wholesale business.

The committee's suggestion that houses should exercise the greatest care in the selection of their traveling salesmen is worthy of most careful consideration, as a house is necessarily judged to a large extent by the character of its representatives.

With regard to the method of compensation of traveling salesmen, the Board is convinced that a fixed salary is the only correct basis of remuneration, as the payment of commissions leads to many irregularities. This is the position which has been taken by the Association for many years, and we feel that it can not be too strongly impressed upon our members.

PRESIDENT HOVER: Gentlemen, you have heard the report. What disposition will you make of it?

MR. WELLER: I move that the report be adopted.
(Motion seconded and carried.)

MR. HALL: The Board of Control respectfully submits the following in connection with the report of the Special Committee of Commercial Travelers:

REPORT OF BOARD OF CONTROL ON REPORT OF
SPECIAL COMMITTEE OF COMMERCIAL
TRAVELERS

The report of this committee is very interesting and is full of the most excellent advice to all traveling salesmen. Coming as it does from a veteran of forty years' experience, it is worthy of the careful consideration of commercial travelers generally, and we especially commend it to every young man starting on the road as a salesman.

PRESIDENT HOVER: Gentlemen, what action will you take on the report of the Board of Control?

MR. MAIN: I move the adoption of the report. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully offers the following in connection with the report of the Committee on Drug Market:

REPORT OF BOARD OF CONTROL ON DRUG MARKET

The report of the Committee on Drug Market is very valuable as a matter of record, and we commend it to the careful attention of our members after it is printed in the proceedings. The preparation of the report involves an immense amount of labor on the part of the Chairman, and we feel that the Association should express its appreciation of his work.

We recommend that that portion of the report in regard to the duty on borax be referred to the incoming Committee on Legislation.

PRESIDENT HOVER: Gentlemen, what action will you take on this report?

MR. MAIN: I move that the report be adopted and that the thanks of the Association be expressed to the Chairman of the Committee on Drug Market for his valuable work in connection with the report, especially in the compilation of the figures contained in the report. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully submits the following in connection with the report of the Committee on Paints, Oils and Glass:

REPORT OF BOARD OF CONTROL ON PAINTS, OILS AND GLASS

The thanks of the Association are due to the Chairman of this Committee for the complete and interesting report on these articles, and it should be read by all of our members. It is certainly gratifying to learn that the past year has been a prosperous one in white lead and mixed paint, and we regret that the same can not be reported of linseed oil.

PRESIDENT HOVER: Gentlemen, what action will you take on this report?

MR. C. W. SNOW: I move the report be adopted. (Motion seconded and carried.)

MR. HALL: We have three other reports to hand in, but they are in the hands of the stenographer, and in

view of that we desire to have the presentation of these reports postponed for a short time.

PRESIDENT HOVER: I am reminded of the fact that the Chairman of the Committee on Fraternal Relations, Mr. Peter, of Louisville, has not yet submitted his report.

REPORT OF COMMITTEE ON FRATERNAL RELATIONS

MR. PETER: The report will be handed in. It is an important secret. It is like all the others—the lodge adjourned at 10:30 and peace and harmony prevailed. (Laughter.)

REPORT OF BOARD OF CONTROL ON FRATERNAL RELATIONS

MR. HALL: The Board of Control will report now on the report submitted by the Committee on Fraternal Relations. We thank Mr. Peter for his elaborate report, and the wishes of the board are that peace and harmony may continue. (Laughter.)

PRESIDENT HOVER: Gentlemen, you have heard the report. What is your pleasure? It is moved and seconded that the report of the Committee on Fraternal Relations be adopted and the Committee rendered special thanks for the able report. As many as are in favor of the motion will signify it by rising. (The motion was adopted amid merriment.)

PRESIDENT HOVER: Referring to the report of the

Board of Control on the report of the Committee on Memorials of Deceased Members, you will recall that the Board recommended that the President designate a time when our members may have an opportunity to say a few words in memory of our deceased associates. I will set the time at 10 o'clock to-morrow morning.

I believe the Board of Control has handed in all of the reports which are ready. There are one or two more which will be presented to-morrow. Is the Committee on Time and Place of Meeting ready to report?

MR. WELLER: The Committee on Time and Place of Meeting will report to-morrow morning.

PRESIDENT HOVER: We are now ready to take up the report of the Proprietary Committee on the subject which was submitted to it this morning.

MR. CAREY: The hour has not yet arrived.

PRESIDENT HOVER: It lacks twenty minutes of the hour.

MR. CAREY: There is one matter which was referred to our Committee, upon which we have prepared a resolution, and perhaps the Secretary can read it.

SECRETARY TOMS: The resolution is being copied.

ELECTION OF NEW MEMBERS

MR. CAREY: Could we not proceed with the election of new members, so as to put in the time? Would that be in order?

PRESIDENT HOVER: Hardly at this time, as one of the names has only been posted since this morning, and the necessary twenty-four hours have not elapsed.

MR. KLINE: It does not seem to me quite fair to the considerable number of firms who filed their application for membership at the opening session that they should be kept waiting for election till the last session, because some subsequent names came in. Why not act on the names that have been posted twenty-four hours and elect the subsequent ones later?

PRESIDENT HOVER: It will be in order to elect those applicants whose names have been posted for twenty-four hours, if the convention so desires.

MR. KLINE: I move that we do so.

PRESIDENT HOVER: Without putting the motion, the Chair will ask the Secretary to read the list of names which have been posted for twenty-four hours.

SECRETARY TOMS: I will read again the reports of the Committee on Membership, which include all the names proposed at the first and second sessions of the convention, and which have been posted for more than twenty-four hours.

The Secretary read the names of the applicants as follows:

ACTIVE MEMBERS.

The Parker-Blake Co., Ltd. (successors to L. N. Brunswick & Co.), New Orleans, La.
Mobile Drug Co., Mobile, Ala.

Nichols & Harris, New London, Conn.
 Ralph P. Hoagland Drug Co., Boston, Mass.
 Morrisson, Plummer & Co., Chicago, Ill.
 Pacific Drug Co., Seattle, Wash.
 Woodard, Clarke & Co., Portland, Ore.
 Harle-Haas Drug Co., Council Bluffs, Ia.
 Pffronm & Kindig, Philadelphia, Pa.
 Widder & Cafferata, New York.

ASSOCIATE MEMBERS.

Stearns Electric Paste Co., Chicago, Ill.
 Buckeye Stamping Co., Columbus, Ohio.
 National Licorice Co., Brooklyn, N. Y.
 Horlick's Food Co., Racine, Wis.
 Fitzsimmons, Gleeson & Co., New York.
 Williams Manufacturing Co., Cleveland, Ohio.
 Chamberlain Medicine Co., Des Moines, Ia.
 Orangeine Chemical Co., Chicago, Ill.
 E. E. Sutherland Medicine Co., Paducah, Ky.
 Paracamph Co., Louisville, Ky.
 Omega Chemical Co., New York.
 Denver Chemical Mfg. Co., New York.
 Garfield Tea Co., Brooklyn, N. Y.
 Pepsin Syrup Co., Monticello, Ill.
 Moxie Nerve Food Co., Boston, Mass.
 Dean, Foster & Co., Boston, Mass.
 Johnston, Halloway & Co., Philadelphia, Pa.
 Thomsen Chemical Co., Baltimore, Md.
 Chattanooga Medicine Co., Chattanooga, Tenn.
 Antimigraine Co., Valdosta, Ga.
 Douglas Mfg. Co., New York.
 J. H. Guild, Rupert, Vt.

PRESIDENT HOVER: Gentlemen, you have heard the names read by the Secretary. What action will you take?

MR. C. F. SHOEMAKER: I move that the Secretary be authorized to cast two ballots for the applicants whose names were read, one for the active members and the other for the associate members. (Motion seconded and carried.)

SECRETARY TOMS: By instruction of the Association, I cast one ballot for all of the applicants for active membership and another ballot for all of the applicants for associate membership, as named in the reports of the Committee on Membership, presented to the convention at the first and second sessions.

PRESIDENT HOVER: Gentlemen, you have heard the announcement of the Secretary. The Chair declares the applicants to be elected.

Pending the arrival of the hour for the special order of business this afternoon, is there any miscellaneous business to be presented at this time?

SECRETARY TOMS: I beg that the Association will excuse me for omitting to announce the names in the report under the head of

COMPLIMENTARY MEMBERS.

"The Apothecary and New England Druggist," Boston, Mass.
"Southern Drug Journal," Atlanta, Ga.

MR. MAIN: I move that the Secretary be authorized

to cast the ballot of the Association for the complimentary members in question. (Motion seconded and carried.)

SECRETARY TOMS: I cast the ballot of the Association for the trade journals named for complimentary membership.

PRESIDENT HOVER: I announce the election of these journals to complimentary membership.

Is there anything in the shape of miscellaneous business you wish to take up pending the arrival of the hour of 4 o'clock? If not, I suggest that we take a recess until that hour.

MR. HALL: I will simply state that the reports of Committees yet to be reported on by the Board of Control are those of the Committee on Transportation, Committee on Local Associations and Committee on Adulterations. These will probably be ready in a half-hour.

PRESIDENT HOVER: It appears there is no further business to be transacted during the few minutes between now and 4 o'clock.

MR. CAREY: I have the resolution, bearing on the resolution which was adopted by the Proprietary Association, if you wish to hear it now.

PRESIDENT HOVER: We will be glad to take up the resolution now.

MR. CAREY: The resolution is as follows:

REPORT OF PROPRIETARY COMMITTEE IN REGARD
TO VAN STAN'S STRATENA CEMENT

The Committee on Proprietary Goods, to which was referred the resolution of the Proprietary Association of America concerning the infringement of Van Stan's Stratena Cement, would recommend the adoption of the following resolution:

Whereas, This Association has always taken a stand in opposition to the introduction of proprietary articles whose promoters seek to gain trade by the use or simulation of well-known trade names, which have been made valuable through the expenditure of much money and energy by the owners of the same,

Be it resolved, That we recommend to our members that they discourage all efforts to make sales of any cement made or offered under the name of Van Stan other than that made and sold by the Van Stan's Stratena Company, Limited, of Philadelphia, or any imitation of the article made by this company, whom we consider legitimately entitled to this name.

Respectfully submitted,

JOHN N. CAREY, *Chairman.*

MR. MAIN: I move the adoption of the resolution.

PRESIDENT HOVER: Are there any remarks in connection with this resolution?

MR. KLINE: I want to support the motion that the resolution be adopted, and at the suggestion of the gentleman interested call your attention to the fact that the word "Cement" should be added after Stratena.

SECRETARY TOMS: We will make that change.
(The resolution as amended was adopted.)

MR. R. S. PETTET, Manager Van Stan's Stratena Co.: I wish to offer my thanks to the Association for the action taken in the matter. I want to thank you individually for your action.

PRESIDENT HOVER: I want to say that the action which the Association has taken in this instance is only in accordance with the principles we have long since adopted.

If there is no business pending the arrival of the hour of 4 o'clock, we will take a short recess of ten minutes.

(Reconvened at 4 o'clock, after recess.)

PRESIDENT HOVER: The delegates of the National Association of Retail Druggists have not yet arrived. What business is there to come before the house?

MR. PETER: The Committee on Fraternal Relations has a supplemental report to make.

PRESIDENT HOVER: We will listen to the supplemental report.

SUPPLEMENTAL REPORT OF COMMITTEE ON FRATERNAL RELATIONS

MR. PETER: We have just learned that there has been reorganized in the Dominion of Canada a wholesale druggists' association, and that they are working in peace and harmony there, and I would like to request that the Secretary of our Association send to the secretary of their association a copy of our proceedings.

PRESIDENT HOVER: Without the formality of any action, the Secretary will be so instructed.

We will now listen to the report of the Board of Control on the report of the Proprietary Committee.

MR. HALL: The Board of Control respectfully submits the following:



REPORT OF BOARD OF CONTROL ON PROPRIETARY GOODS

In connection with the report of the Committee on Proprietary Goods, the Board of Control would offer the following resolutions:

1. Resolved, That we reiterate the action of the Association one year ago, as expressed in the following resolutions:

"Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

"Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

"Resolved, That the Chairman of the Proprietary Committee be requested to continue his efforts to secure the acquiescence of each proprietor who sells his goods on the contract plan to such list.

"Resolved, That the Chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises."

2. Resolved, That proprietors are especially requested to exercise greater care and vigilance in regard to the signing of their contracts and in insisting that their rules on the subject shall be complied with.

3. Resolved, That the Committee on Proprietary Goods is hereby authorized to issue a revised edition of the rebate list at as early a date as is practicable.

PRESIDENT HOVER: The resolutions are before you, gentlemen. What is your pleasure?

MR. KLINE: I move that the resolutions be adopted as read. (Seconded and carried.)

PRESIDENT HOVER: Has the Board of Control any further business?

MR. HALL: Not just now.

ELECTION OF CHAIRMAN AND VICE-CHAIRMAN OF PROPRIETARY COMMITTEE

MR. C. F. SHOEMAKER, Philadelphia: Mr. President, it is generally customary, I believe, about this time in our series of meetings, to elect a Chairman for the Proprietary Committee. I will not refer to the succession of those who have already occupied the position of Chairman. The Association is to be congratulated on the service which has been rendered in this direction and the character of the men who have filled the position, if modesty will permit me to say so, and last, but not least, on the ability, the faithfulness and devotion of the present Chairman to the causes which the Association stands for. It

seems to me the present incumbent of this position is not by any means the least capable of those who have filled it. I am sure he has made a record which is not only creditable to himself, but likewise creditable to the Association; and it is, therefore, with the greatest pleasure that I move the re-election of the present Chairman of the Proprietary Committee, Mr. John N. Carey, of Indianapolis. (Applause.)

MR. M. N. KLINE, Philadelphia: Mr. Chairman and Gentlemen—It is usually the custom for the preceding Chairmen to talk upon this question in the order in which they have been superseded. Mr. Shoemaker has spoken, and Mr. Faxon being absent, I come in somewhere about third; so I take great pleasure in seconding the nomination of Mr. Carey. The only salary that the Chairman of the Proprietary Committee gets, or the only salary I ever got, at least, was the annual thanks from the organization which I had the pleasure and honor of representing in that capacity for ten years. I want Mr. Carey to make a note of that—ten years is the usual term of office (laughter)—older fellows like Shoemaker do not hold out that long—and the only compensation I ever received is that which he is now receiving, and I want to say that I hope he feels as I always felt, that it was ample compensation for all the labor, worry, care and vexations to which the Chairman of the Committee is subjected. It is certainly gratifying that the members of the Association should so heartily appreciate the services which are rendered. It is not by any means a very easy position, as I can testify, and yet I hope, at the same time, Mr. Carey has found that there is a good deal of gratification to be derived from the appreciation which our members express con-

cerning the work he has so well done and upon the relations which it is his pleasure to have with these pleasant and good-looking gentlemen representing the wholesale druggists of this country. I take pleasure, Mr. Chairman, in expressing my appreciation of his services and in seconding the nomination. (Applause.)

PRESIDENT HOVER: Gentlemen, you have heard the nomination of Mr. John N. Carey as Chairman of the Proprietary Committee for the ensuing year. There will be no other nominations. As many as are in favor of the election of Mr. Carey for this important position for the coming year will signify it by rising.

Without calling for the other side of the question, the Chair begs to announce the election of Mr. Carey. (Applause.)

MR. CAREY: Mr. President and Gentlemen—I surely appreciate the honor of being re-elected as Chairman of this Committee. It certainly is a great gratification to one so young as I to have the confidence of the members bestowed upon me, as evidenced in electing me to such an important office. Mr. Kline has expressed my feeling exactly, as to the compensation, when he said that the only thing he got out of it was a vote of thanks and the pleasure of meeting these pleasant and distinguished gentlemen occasionally during the round of the business meetings. I assure you it is a great pleasure for me to occupy this office, and I wish again to express my thanks for your kindness in re-electing me to it. (Applause.)

MR. KLINE: It is necessary under our present arrangements not only to have a Chairman of the Proprie-

tary Committee, but a Vice-Chairman, and I rise to nominate as Vice-Chairman of the Proprietary Committee Mr. Frank E. Holliday, the present incumbent of that position. (Nomination seconded.)

PRESIDENT HOVER: You hear the nomination of Mr. Frank E. Holliday as Vice-Chairman of the Proprietary Committee for the ensuing year. If so desired, we will proceed to the election of Mr. Holliday for this important position. As many as are in favor of Mr. Holliday for Vice-Chairman of the Proprietary Committee for the ensuing year will also signify it by rising.

Again, without putting the other side of the question, the Chair will declare Mr. Holliday duly elected.

MR. HOLLIDAY: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I thank you for my election to another term of office and fully appreciate what has been said, not only on the floor but at other times, in reference to my work. I am in a little bit better position than Mr. Carey—instead of receiving my compensation from the Association in a vote of thanks, I draw a real salary and derive my sustenance from the Association; but, in addition to that, I can second what he has said, that there is something more than the money involved. The hearty handshakes and the appreciation which has been shown on the part of the members whom I have met during the past year has appealed to me very strongly, more than words can express. I thank you heartily for what you have done. (Applause.)

PRESIDENT HOVER: Is there any other business preceding the report of the Proprietary Committee on the

special order of business? The report is not yet ready, although expected to be at any moment.

Are there not other resolutions to be reported referring to the Treasurer's report?

SECRETARY TOMS: Those resolutions were presented this morning.

REPORT OF PROPRIETARY COMMITTEE ON DIRECT CONTRACT AND SERIAL NUMBERING PLAN

MR. CAREY: The Proprietary Committee, to which was referred the matter presented by the National Association of Retail Druggists this morning, begs to report the following resolution:

Resolved, That the National Wholesale Druggists' Association in annual convention met, September, 1903, pledges its members now as heretofore to co-operate to the fullest extent with the retail druggists in the establishment and maintenance of any protective plan considered by them and us as feasible, legal and equitable for the betterment of their condition.

Should the direct contract and serial numbering plan be found to commend itself to any proprietor or proprietors, and meet with the indorsement of a large majority of retail druggists, we pledge our members to its support, provided the proprietor adopting the same will compensate the wholesale druggists for any additional labor involved in carrying it out, and provided the details of such a plan meet with the approval of a sub-committee of five, to be appointed by the Chairman of our Committee on Proprietary Goods, of which he shall be one, which sub-committee is hereby authorized to consult with any proprietor who adopts such a plan,

and with a similar committee selected from the Executive Committee of the National Association of Retail Druggists.

No such contract is to be promulgated or put into operation by any proprietor until such joint Committee shall have agreed upon the terms of the same.

I move the adoption of this resolution. (Motion seconded.)

PRESIDENT HOVER: Gentlemen, the resolution is before you. What is your pleasure? The motion has already been made and seconded that the resolution be adopted. Any remarks upon the resolution are now in order.

MR. T. F. MAIN, New York: Is the wording of the resolution correct? We seem to take the ground there that we are making the contract for the proprietors. The use of the word "shall" in the last paragraph seems to imply a dictation on our part.

MR. KLINE: I am afraid Mr. Main misunderstands the resolution. I believe the resolution is drawn up very carefully, and there is no intimation that we are making contracts or ordering them. We only say this, that when a proprietor proposes to adopt this plan, we ask that it shall not "be promulgated or put into operation by any proprietor, until such Joint Committee shall have agreed upon the terms of the same." The resolution guards carefully the position which we occupy, which is one of standing between the manufacturer and the retailer. Whatever the manufacturer asks us to do and however he asks us to do it, we are bound to comply, but we ask,

in connection with this indorsement—and that is what I say it is—of the direct contract and serial numbering plan, that the fact that this Committee, and the members of this Association, have to work under it shall be recognized through the appointment of a Committee of five representing this Association, to act in conjunction with a Committee of five—or any number they choose, but we suggest a like Committee—from the National Association of Retail Druggists, to supervise the terms the proprietor has in mind to make. The reason is that, as it will be remembered, when the Miles contract was promulgated, or just when it was about to be put in operation, there were some things in it which were contemplated, but which it was found on consultation it would be best to eliminate. They were eliminated, and it appears to our Committee that the best way to proceed is to carefully scrutinize and supervise any proposed contract and get it in correct form, if possible, before the contract is promulgated. We do not say anything about our making any contract.

MR. MAIN: I think the resolution should be read once more.

Mr. Carey read the resolution again.

MR. T. V. WOOTEN, Secretary of the National Association of Retail Druggists: I am sorry that none of the delegation representing the National Association of Retail Druggists, except Mr. Reh fuss and myself, are present. The other members have not come over from the hotel. We would like to know, however, among other things, why the clause was put in this resolution calling in question the willingness of the retail druggists of the country

to adopt the proposed direct contract and serial numbering plan? We have it on the authority of the Miles Medical Company—and in my address this morning I was careful to refrain from mentioning names—that 34,000 of the retail druggists of the country had signed their contract. That is proof positive that the retail druggists of the country *do* favor that plan. It can not be charged, I think, that we have used any undue influence in bringing to the attention of those druggists the advantages to be gained by them in the operation of this plan. We have endeavored to place only the facts before them. The Miles Medical Company had the courage to withdraw its goods from the market until these contracts were duly signed and returned to them by the retailers, which still further brought to their attention the necessity, the absolute necessity, for their doing their part in carrying out the plan. Now, it seems to me that clause is wholly unnecessary. We have proven beyond the peradventure of a doubt that the tripartite plan is fatally weak without the serial numbering feature. It seems to me there ought not to be any question in this resolution as to the desirability of the manufacturers serially numbering their goods.

There are other questions which this resolution brings up which I am not prepared to combat, though it seems to me the resolution would be stronger if they were omitted—if some of these, what seem to me *useless* provisos, were eliminated. I am not prepared to combat the resolution as a whole and I assure you, gentlemen, we are extremely grateful for your favorable attitude, but the point is, when the resolution goes to the retailers of the country with these provisos, will it not be taken by the retailers as casting a doubt on the plan by the National

Wholesale Druggists' Association? We claim to have proven the practicability of the plan. There are now in hundreds of communities retail druggists who are getting a profit on a certain line of goods which have been sold heretofore without profit. The direct contract plan has not only carried with it an advance in the price of the Miles goods, but it has carried with it an advance in the price of other goods, and the plan has resulted in an increase in the profits of the retailers.

If the National Wholesale Druggists' Association puts forth a resolution like this, in which more or less doubt is cast on the practicability of the plan, in spite of all that has been accomplished, it occurs to me that the retailers will say the resolution shows that, in spite of all the protests of the members of the National Wholesale Druggists' Association that they are with us in any practicable plan, they have surrounded this plan with so many provisos as to cast suspicion on its value, whether such is intended or not.

Perhaps by this time some of the other gentlemen of our delegation may be present, and I will say nothing more at this time.

MR. KLINE: I agree with Mr. Wooten that this matter should be carefully considered and thoroughly understood before it is either approved or condemned. The Committee having the matter in charge have the advantage of several hours' careful study of the situation, and our friends from the retail association have had this report before them for only five minutes, so that it is not to be supposed that they can immediately appreciate the value of some of the points which it seems to us should be incorporated in the resolution.

I suppose I may say, Mr. Chairman, that the matter is subject to amendment. If upon discussion it should be found that it can be improved by amendment, such amendment should be made; but I want the privilege of answering Mr. Wooten on the one point he raises, as I believe, without any proper cause. In the first place, the first paragraph is a reiteration of the position which this organization has taken ever since, I believe, the year 1883—I am not sure about the date, but it was about that time. Here our position is simply reaffirmed. We start in as the middlemen, assuming that certain things require to be done, but we, as middlemen, can not say that they must be done. As has been stated by Mr. Wooten, the Miles plan is here and is in operation. Are there other proprietors who propose to adopt the same or similar plans? With that question we have nothing to do. It must originate with the proprietors. So we say: "Should the direct contract and serial numbering plan be found to commend itself to any proprietor or proprietors and meet with the indorsement of a large majority of retail druggists"—we might say at once it has; that has been demonstrated, as Mr. Wooten says that 34,000 signed the Miles contract out of a possible 40,000. Therefore, it might be safe for us to assume that it has met with the indorsement of a large majority of retail druggists, but we do not do that; we start off as if the plan was entirely new:—"Should the direct contract and serial numbering plan be found to commend itself to any proprietor or proprietors"—now, how can we tell whether it will or will not, and we are perfectly right up to that point—"and meet with the indorsement of a large majority of retail druggists"—that is what Mr. Wooten thinks on first glance is superfluous and unnecessary. It looks so; but if it is unnecessary, it

is also harmless. I believe the retailers want the plan. I do not know that all my associates do, maybe they all do, but certain it is if the retailers want it, it will be made manifest, and if it is made manifest this statement in the resolution can be of no possible hindrance to these men.

I may mention that it has been brought up—I do not know whether correctly—that there are a good many retailers who promptly signed the Miles contract in large cities where cutting is most acute, because the Miles goods were not selling in those cities. There is one man at least in our city who said to our own salesman, "Well, I will sign the Miles contract, because I do not sell any of their goods. But," he asked, "what if Castoria should go on that plan? I would not like to sign that, because we could not afford to," etc. We do not know what is going to be the attitude of the proprietors and retail druggists and we could see no harm in putting in the resolution this clause that it must be made manifest, which will be done promptly if the plan is wanted by the retailers as well as by the proprietors. The two sides wanting it, we go on to say that "we pledge our members to its support."

Mr. Wooten states that there are too many provisos. Let me name them. First, "the proprietor adopting the same will compensate the wholesale druggists for any additional labor in carrying it out." If you will remember, that is one of the very things which was taken up at the Chicago conference, after the Miles contract had been promulgated. It is manifest to everybody that the trouble involved in the serial numbering plan, if adopted, will cause an expense to the jobber which he can not possibly meet under the present profits which are given him in the ordinary contract. Figures have been referred to in the

President's address and in the report of the Proprietary Committee, showing the percentage of the expense of the business, 11 to 12½ per cent., which can be demonstrated by the books of the jobber, and the rebate discount is usually 10, or 10 and 2, or occasionally 10 and 5. Therefore, if the plan entails additional labor, additional compensation should be given. That is the first proviso. That seems reasonable, and it does not seem to me that any proprietor adopting the plan would hesitate to grant the additional compensation.

The second proviso is as follows: "Provided the details of such a plan meet with the approval of a sub-committee of five, to be appointed by the Chairman of our Committee on Proprietary Goods, of which he shall be one, which sub-committee is hereby authorized to consult with any proprietor who adopts such a plan, and with a similar Committee from the Executive Committee of the National Association of Retail Druggists."

These are the only two provisos, one putting us at least in the position of claiming additional compensation for additional labor, and the second arranging for the appointment of a Joint Committee to consider the details of the terms under which we are asked to work.

We think it is fair to assume that the experience which the Proprietary Committee has had, covering a long period, has made some of us experts on the question as to what ought to go in, and what stay out, of a resolution of this kind, if it is to be practicable at all. It does not seem to me, and did not seem to the Committee who discussed the report carefully, that there could be any possible grounds for objection on the part of the representatives either of the proprietors or retailers to these two provisos. The only other thing that is mentioned is: "No

such contract is to be promulgated or put into operation by any proprietor until such Joint Committee shall have agreed upon the terms of the same." This means that no contract will be issued until the Joint Committee has had a chance to supervise the conditions proposed to be imposed in the contract.

I think, Mr. Chairman, I have explained, as far as I can, the points which Mr. Wooten raised in the discussion, which naturally will be raised and which I think should be raised—and I think that we should devote to the consideration of this subject all the time that is needed to have it thoroughly understood, and to have a complete understanding of the fairness and honesty and sincerity of the proposition as it comes from this organization. When you gentlemen look at it, section by section, and scan the document carefully, I think you will admit that all this Association can do has been granted, unless it is that you want the clause relating to the indorsement of a large majority of the retail druggists to come out, and that is not an important matter to this organization, because it is up to your own organization rather than ours, and the proprietor who considers it is the one who will take that matter more seriously into consideration than the middleman.

MR. R. K. SMITHER, President of the National Association of Retail Druggists: I confess I am somewhat disappointed in the tone of this resolution, as it has emanated from the Committee. I feel, to some extent, as though the mountain had labored and brought forth a mouse. We had hoped to receive a more helpful resolution at the hands of this Association. About six months ago the direct contract and serial numbering plan was promul-

gated by one proprietor. Contracts had to be issued to 40,000 retailers, besides the jobbers. The retailers were not acquainted with the negotiations that had led up to the formation of the direct contract plan. The inertia that had to be overcome in securing contracts on the part of that large number of retailers was enormous. Thrown into the balance against us was a very large amount of opposition on the part of the members of this Association, who felt the plan would impose upon them additional expense and additional labor, and many of whom, at first blush, said it was absolutely impracticable. What was the result? The retailers were gradually brought to an understanding of the situation and to-day, out of a possible 40,000, 34,000 have signed, the reluctant jobbers have signed, cutting on Miles' goods is a matter of history, and it is reported that prices have not only advanced on the Miles goods, but in many instances the plan has elevated the tone of other goods. These facts are known to the retailers, and must be known to the jobbers. The jobbers have been watching and they know whether or not the outcome is a benefit to the retailers in a practical way.

I had hoped that the jobbers would come out and say that they indorse the direct contract and serial numbering plan and are willing to put their shoulders to the wheel and help to induce all the proprietors, who feel they are risking more than you, to decide that they can well afford to take the risk and adopt and introduce this plan. Not so. You say if the proprietors and retailers want it, and if the objections raised by this Association can be obviated, and if a Committee that is to be appointed can raise no further objection, then you will indorse it.

Now gentlemen, at the conference which was held in

Chicago, it was agreed that we should not go beyond this Association; that we should not attempt to have any further or new forms of contracts adopted; would not, in fact, attempt to extend the serial numbering and direct contract plan without the approval of this Association. You must certainly understand that that was a tentative agreement; that our Executive Committee could not bind our Association beyond the next annual convention.

We do not want to depart from you. We want our Association to say we will work together with and through a Committee of the jobbers; work hand in hand with them, but we want to go with a little more prestige from you to our Association. We want to say without question to our constituents that you are really and heartily with us and not simply fighting for time. We think there are too many words in the resolution—you might boil it down to a direct indorsement of this plan and a statement of your willingness to co-operate with us. We need your help in securing the assent of the proprietors to the plan. The proprietors whose goods have been largely cut are in favor of the plan; but those we need most of all are a little uncertain about adopting the full-price feature of it. They are afraid perhaps there may be a falling-off in the sale of their goods. They have much at stake. I can not see how the members of this Association have anything at stake, particularly if they are compensated for the additional expense they are put to, and we have not, so far, heard any objection to that proposition. If this Association had come out and pledged its support of the plan and the efforts of its members in securing an extension of it, and then tacked on a codicil to the effect that additional compensation should be allowed, it would have suited our Association much better.

PRESIDENT HOVER: Gentlemen, the question is on the adoption of the resolution. Are there any more remarks?

MR. KLINE: I hope the question will not be put until sufficient time is given to satisfy everybody as to the reasonableness of the points which seem to be at issue. I hope we will not go to a vote on this subject until it has been most thoroughly exhausted, and until it has been discovered, if it can be discovered, that the resolutions do not say what we intend they should say. I know the Chair does not want to wait for a vote when there is no discussion, but I am sure there will be discussion, and I hope we will have everything cleared up.

PRESIDENT HOVER: Gentlemen, we would like to have a very full, free and frank discussion on this question—it is open to all.

MR. A. D. PARKER, New Orleans: I think Mr. Smither assumes that we are antagonistic to this movement—he seems to start out with the idea that we are going to block it in every way that we can. I had a talk with him before we came down into the meeting hall. I want to say that in the case of leading staple patent medicines, where the intermediate quantity discount to the retailer is such as to admit of a small profit to us, the difficulty of handling the question of the serial numbering plan would be very great unless arrangements were made whereby we could get extra compensation. I think that is fully covered in the resolution, and I really feel that Mr. Smither is taking snap judgment on us and not giving us a chance to show what co-operation we will give him. We say we will give the retailers our co-operation, and I

believe they should give us an opportunity to show that we are entirely fair and honest in what we intend to do in regard to the direct contract and serial numbering plan.

MR. C. F. SHOEMAKER, Philadelphia: The Committee has stated pretty clearly and in detail the lines of thought by which the Proprietary Committee has arrived at the conclusions embodied in the resolution which you have just heard. Mr. Kline's remarks come so nearly to covering the ground that I feel I can add but little to what he has said, and yet there are one or two thoughts which it seems to me may be added to the discussion.

In the first place we are asked to give an indorsement to what is termed the serial numbering and direct contract plan. It seems to me that as business men and as reasonable men, we can not strongly urge the adoption of this plan or any other plan unless we believe it would be for the best interests of all concerned. We could not take any other course and maintain our own self-respect. It has been stated in this resolution, and with perfect truth, that this Association stands ready to-day, and has always stood ready, to assist in putting into operation any plan which it is thought by all three lines of the trade is the best for all concerned. But what is best for all concerned is the question at issue.

It seems to me that the fact that 34,000 retail druggists have signed the Miles contract does not necessarily mean that 34,000 retail druggists will sign a dozen other contracts of the same kind. I do not say that they would not, but it does not necessarily follow they will. And then it seems to me that as yet insufficient proof has been given of the success of the Miles plan. Now, please understand that as a representative of the National Wholesale Drug-

gists' Association, I wish to state in the most unequivocal manner that I have no desire, to use a popular expression, to throw any cold water upon the Miles plan or upon the retail druggists in their desires in this matter, but, as I have already stated, in my opinion the proof of success is not yet forthcoming.

We have had little opportunity to get what I consider fair and reliable information as to the success or non-success of this plan. Within the last forty-eight hours I asked an acquaintance in a city of considerable size, which contains a cutter whom I know to be able, unscrupulous, audacious and resourceful—I asked my friend: "What is Mr. —— doing about the Miles goods?" The reply which I received was: "Mr. —— is selling Miles' goods at 60 cents per bottle, and always has them, although the wrappers and labels are mutilated." Now, of course, I do not bring that single instance up as an argument against the adoption of the direct contract plan. I merely mention this as a casual illustration to show what is being done, because I am sure that I was truthfully informed; and what is being done by this dealer in the city referred to may be going on in many other places and in many other cities.

It seems to me that there is another central thought in this proposition which is, after all, the most important. We are really not the factors in this situation—it is the proprietor who has the deciding voice. I have been told by one leading member of the National Retail Druggists' Association in my own State, what has already been stated here, that the retail druggists of this country were looking upon this meeting with the utmost interest and with hope; that I can well believe. It was likewise stated that the proprietors should be ready and would be ready to

adopt this plan were it not that they were held back by some unseen occult influence, possibly by the National Wholesale Druggists' Association, either officially, as a body, or by its members individually. I do not for one moment believe anything of that kind. I am thoroughly satisfied that the proprietors of this country are amply able to decide what is best for themselves, and do not need to be urged on to any particular course of action by this Association, or its members, especially when this Association and its members are probably not as yet thoroughly convinced of the desirability of such action. It seems to me that the position which we occupy is perfectly fair, perfectly just, evidencing no lack of sympathy or desire to aid, so far as the retail association is concerned, nor showing any desire to belittle this movement. All large movements of any kind have a small starting point, but let us remember that, after all, this is a question of business and not of sentiment. It is a question of business for the retail druggists and not a question of sentiment. It is a question of business for the proprietors and not a question of sentiment. The retailers must remember that, after all, man is a creature of habit; the proprietors, many of them, have large amounts of money at stake, with large interests committed to their care, very often with the business in the hands of a manager, the owners of which hold him responsible, and that man is necessarily a conservative man, and he is not too eager to assume the responsibility of making a change the result of which he can not foresee. (Applause.)

MR. GEORGE W. LATTIMER, Columbus, Ohio: Mr. President and Gentlemen—The experience of a single druggist may throw some light on this matter. Living in

the Central West, as I do, and in a city where perhaps the largest selling proprietary in the country is manufactured, I have been greatly interested in this question. I left home about two weeks ago, thoroughly in favor of the adoption of the direct contract and serial numbering plan by all proprietors. It seems that coming from that section of the country, probably I was not broad enough and was not sufficiently informed as to the situation all over the country. I live in that section where the Miles goods have probably their largest sales. I live in the section where we have probably one of the largest wholesale cutters in the country—located in Cincinnati. I have had good proof that the so-called direct contract plan had suppressed the cutter and had foiled this large cutter in Cincinnati. For that reason I was fully in favor of the plan and thought it should be indorsed by this Association, as I think it is being indorsed, without equivocation, but it seems to me that probably Mr. Wooten's ideas are based on a false assumption, when he says that all the retail druggists in the country are in favor of it, without exception. Since coming here and talking with some of the large distributors and proprietors, I find there is some question about this. It seems that the Miles goods do not have their greatest sales in the largest cities where the cutters are most rampant. Indeed, that is the one question that has raised a doubt in my mind in the last few days, although I have not changed my mind in reference to the general proposition. I think this doubt fully justifies the qualification in the report of the Committee, when it says: "If a large majority of the retail druggists want it, we will indorse it." Surely there can be no objection to that. If they want it, we will indorse it. I feel that there is a place for that "if," because I have found it in

the last two or three days since I came here to this meeting.

MR. CAREY: I can not help but feel that our friends representing the National Association of Retail Druggists, after they have read this paper carefully, will see that we are endeavoring to do just what they want us to do. For my part, and I imagine the rest of the Proprietary Committee, and possibly the gentlemen here assembled, I would be willing to leave out of the report the first qualification that Mr. Wooten mentioned, in regard to the matter of the indorsement of a large majority of the retail druggists, and if that would meet the views of Mr. Wooten and his associates, I am prepared to offer a motion to that effect.

MR. KLINE: I second the motion that these words be stricken out.

PRESIDENT HOVER: You hear the motion made by Mr. Carey and seconded by Mr. Kline that the words "and meet with the indorsement of a large majority of retail druggists" be stricken from the resolution presented by the Committee—

MR. CAREY: Excuse me, Mr. President, I really am anxious to hear general discussion on this subject, and I am anxious that Mr. Wooten and Mr. Smither will give us what thoughts they have on this subject. They seem to be a little modest about stating their views, but as I understand it, we are here to thresh this thing out, and do what they want if it is in any way possible. I will inquire of those gentlemen if the elimination of that clause would

be satisfactory. I think it is unnecessary, sir, to put the motion to leave this out, if these gentlemen have no objection to it. I think as it stands it is a good provision and is unobjectionable; but at the same time, if they wish it erased, I think it would be perfectly agreeable to the convention to do so.

MR. WOOTEN: Mr. Chairman, I hardly know what to say in reply to this suggestion of Mr. Carey, but it occurs to me that it would be a good plan, in view of our lack of familiarity with the provisions of this resolution, to refer it back to the Committee and give the members of our delegation the privilege of conferring with the Committee regarding it.

I have made one or two notes as to remarks made by Mr. Shoemaker which I should like to mention in this connection. One of them is in regard to the resolution not being an assistance to us. It has already been pointed out that only a few months have elapsed since this proposition went to the great rank and file of the retail druggists in this country, asking them to accept it as the means of bettering their condition. It is not known by you, perhaps, gentlemen, that thousands of retail druggists threw the first copies of the contract they received into the waste basket. They were sent out in one cent stamped envelopes bearing the business card of the Miles Company. We discovered that there was a larger proportion of retail druggists who did not read advertising matter, but threw it into the waste paper basket, than we had any idea of. We found thousands of druggists who did not know anything about the Miles proposition weeks after it came out. Mr. Smither correctly said that we had to do a great deal of educational work, though much of the educational work

was done through the fact that the retailers could not get the goods, and they were brought face to face with the proposition whether they wanted the direct contract plan or not.

We hoped to get assistance from this Association—not a resolution that has in it a sufficiently large number of provisos to raise in the minds of the manufacturers of the country a doubt as to whether, after all, they should adopt it. There surely should not be any obstacles thrown in the way of the proprietor's adopting the plan. Heaven knows, he is conservative enough already. Why not give us an outspoken indorsement of a plan which seems to be effective, and which the retailers in all parts of the country are insistent *is* effective?

I trust that Mr. Shoemaker's reference to this as being the Miles plan has entirely escaped your attention. For fear some of you have the idea that it is the plan of one manufacturer, I will say that we have refrained in our literature and in our talks concerning the plan from calling it the Miles plan. We were anxious that no one should be in a position to say that the Miles Medical Company was using this proposition through the National Association of Retail Druggists for advertising purposes. That would be an exceedingly unfair conclusion. The proposition was made by us to every proprietor in the United States, and the fact that one firm had the courage to go out and show its willingness to try the plan ought not to be used by any one as an objection to the plan being more universally employed. I have heard—perhaps it is not Mr. Shoemaker's intention to carry with it that idea, and I do not believe it is—but I want to say here that the injury that has been done to the cause of the direct contract plan by maintaining and asserting over and over

again, through the representatives of these various houses throughout the country, that this is an advertising scheme on the part of the Miles Medical Company, is unjustifiable and wrong. It is not fair, and it is an advantage over us that should never be taken. The National Association of Retail Druggists has struggled up through dreadfully demoralized conditions in the trade, but it has never lent itself to anything that was not absolutely above question. I am sure Mr. Shoemaker had no such thought in his mind.

I take occasion here and now to say that no criticism such as that is going to "down" the direct contract and serial numbering plan. It does not make any difference how many proprietors and jobbers, nor how many of the representatives of proprietors and jobbers, nor how many disaffected retailers throughout the country claim it is an advertising scheme on the part of some manufacturer—such things are not going to hurt the plan nor stand in the way of its adoption.

The point has been brought up here that it is impossible to detect who it is that is violating a contract under this plan, if a violation should occur, because the labels are destroyed. The remedy for that is very simple. All that is necessary is for the manufacturer to go at it in a systematic way and say in his advertising that he can not be responsible for his goods if they do not reach the consumer in the condition in which they left his laboratory. If the numbers are obliterated from the package or altered or destroyed, let the consumer look upon the package with suspicion—it may be spurious. It does not take very long, gentlemen, to plant that idea sufficiently deep in the mind of the average consumer to make him look at the numbering, particularly if it is a woman, to make her look with

suspicion upon a package that has been tampered with. You know that Moeller's Cod Liver Oil has on every bottle the date the oil was bottled. You would be astonished to find how many people carefully scrutinize every package of Moeller's Cod Liver Oil to find the date upon the package. There is a great deal of it going back constantly to the people who put up the oil, simply because dealers can not sell it unless the date is comparatively recent. This is a good illustration of the fact that the manufacturers could control the matter effectively in their advertising by saying that they can not be responsible for their goods unless they reach the consumer with wrappers and labels intact; in this way the time would soon come when the cutter's occupation in the sale of these goods would be gone.

In regard to the sale of goods in large cities, which Mr. Lattimer brought up, he should not forget that three-quarters of the patent medicines sold in this country are sold at full prices. As I endeavored to bring out in my paper this morning, however, the people who *are* selling goods at full prices are defenseless against an aggressive cutter. One grocer in a town of 25,000 to 50,000 people can so demoralize the business of that town that within a few months there will not be any one selling the goods at profitable figures. The regular dealers apprehend that such a danger is before them all the time and realize they are standing over a volcano. They see in the direct contract plan the protection they want against cut-price competition and say, "Well, the cutter can not sell those goods for less than a dollar, because he can not get them to sell for less than a dollar." That is the protection we throw around the people not yet demoralized. The fact brought out by Mr. Lattimer that the larger sales of Miles' goods

are not in the large cities seems to me no argument against the applicability of the direct contract plan to correct the very conditions we are trying to correct.

I should like to renew my suggestion, and I put it in the form of a request, that the matter be referred back to the Proprietary Committee, and that they confer with the representatives of the retailers' national association who are here. Let us see if we can not, if possible (I have no doubt it is possible), prepare some resolution which will be mutually satisfactory to all concerned.

MR. CAREY: I think Mr. Wooten's idea is a good one. I would therefore move that the matter be referred back to the Proprietary Committee in connection with the representatives of the National Association of Retail Druggists, and if the motion is carried and it is agreeable to those gentlemen, I would like to call the Committee together immediately after adjournment in the small committee room at the rear of the hall. (Motion seconded and carried.)

On motion, adjourned until 9:30 o'clock Thursday morning.

FIFTH SESSION

THURSDAY MORNING, SEPTEMBER 10.

President Hover called the meeting to order at 10:30 o'clock and said: The meeting will please come to order. The first business in order this morning is the reading of the Secretary's report of the last meeting.

Secretary Toms read the minutes of the fourth session, which were approved.

PRESIDENT HOVER: Our next order of business will be in accordance with the recommendations of the Board of Control that an appropriate time be set apart to listen to such remarks as the members may care to make in regard to the report of the Committee on Memorials of Deceased Members. The Chair subsequently appointed 10 o'clock this morning as the hour for such business.

MR. WELLER: I move that this matter be deferred for thirty minutes. (Motion seconded and carried.)

PRESIDENT HOVER: We will make the hour 11 o'clock. Before taking up the order of business under which we were acting when we adjourned yesterday afternoon, we will proceed with some of the reports of the Board of Control yet to be acted upon. We will first receive the report of the Committee on Time and Place of Meeting if that Committee is ready to report.

MR. C. F. WELLER, Omaha: Mr. President and Gentlemen—Your Committee on Time and Place beg leave to report as follows:

REPORT OF COMMITTEE ON TIME AND PLACE OF NEXT MEETING

The National Wholesale Druggists' Association is never at a loss for a meeting place. This is evidenced by the many invitations we received this year, all of which have been very cordial, and we only regret that we can not accept them all. The policy of the Association, however, has always been to hold its meetings at the place that would be of the most benefit to the Association.

An invitation from Indianapolis was presented by a Committee, consisting of Messrs. J. N. Carey, J. K. Lilly and others; one from Atlanta, presented by the Mayor of the city, the Coco Cola Company and others; one from St. Louis, presented by D. R. Francis, President of the St. Louis Purchase Exposition, ably seconded by the Mayor and the drug interests of that city, and one from Asheville, N. C., through B. M. Jones, President of the Board of Trade, all of which have been carefully considered.

The invitation, however, coming to us from New Orleans, presented by Mr. A. D. Parker, of the Parker-Blake Drug Company, appeals to us more strongly, for the reason that we have never met south of the Ohio River, and we feel that our Southern friends should have some recognition.

Your Committee, therefore, reports in favor of New Orleans as the next meeting place, with the recommendation that the meeting be held the last week in October or the first week in November, the exact time of meeting to be designated by the local Committee.

New Orleans is a beautiful city, with ample accommodations for a meeting, with a number of wholesale druggists in the city who are thoroughly alive to the interests of the N. W. D. A., and who have assured us that they would do their utmost to make our visit to that historical city both pleasant and profitable.

We extend a cordial invitation to the Proprietary Association of America to meet with us in New Orleans.

Respectfully submitted,

C. F. WELLER, *Chairman.*

JOHN M. HINCHMAN,

M. CARY PETER,

CHARLES A. WEST,

WM. J. SCHIEFFELIN,

Committee.

PRESIDENT HOVER: Gentlemen, the report is before you. What is your pleasure?

MR. C. P. WALBRIDGE, St. Louis: Mr. President and Gentlemen—I want to move the adoption of the report of the Committee, and in doing so, I want to say a word about the invitation from St. Louis. I feel I should be somewhat derelict in my duty if I did not do so. It is my privilege to be associated officially with both organizations that sent you invitations from St. Louis—the Louisiana Purchase Exposition Company, of which I am one of the vice-presidents, and the Business Men's League, of which I am President. I want to say for those organizations that the invitation to meet in St. Louis was not formal—it was in earnest and most cordial. The Business Men's League of St. Louis is an organization of business men who spend about \$50,000 a year in simply helping St. Louis, and it would have given them a great deal of pleasure to have had the privilege of spending a portion of that money for this organization. The World's Fair Committee in St. Louis—and it is not my purpose to advertise that institution—were equally cordial. I need not say to you that they are making great efforts to have conventions there during the next year, and I need not say to you that the fair at St. Louis is to be, not rhetorically, but literally, the greatest exhibition that has ever been held. I can perhaps be pardoned for saying that its exhibit space covers 200 acres. That is, there are 200 acres of floor space for exhibits alone; one building covering 20 acres. The ground occupied by the fair is twice that of the Columbian Exposition at Chicago, 1,200 acres. Before the gates open, we will have spent about \$20,000,000 in preparing the fair. I mention these things, not to ad-

vertise the fair, because I know that the gentlemen in our organization read the newspapers, but for the purpose of assuring you that this invitation was most cordial and was not formal.

In naming the time for the meeting in New Orleans, I want to ask if the Committee took into consideration the fact that there is to be a presidential election next year, which will occur early in November, and the date set is pretty close to the time of the election.

PRESIDENT HOVER: Are there any further remarks?

MR. WELLER: I would say, Mr. Chairman, that the time is left, as you will notice in the report, largely to the Local Committee. There would be no objection if they should designate the second week in November, if it was thought advisable to do so.

MR. WALBRIDGE: The report says the last week in October or the first week in November.

PRESIDENT HOVER: Before putting this motion before the house, I would suggest that this report will have to lie on the table before action is taken on it. Therefore, shortly before adjournment a motion will be presented for your consideration.

COMMITTEE ON THANKS TO ENTERTAINMENT COMMITTEE

PRESIDENT HOVER: The Chair takes occasion at this time to appoint the following Committee on resolutions of thanks to the Entertainment Committee:

M. Cary Peter, Chairman, Louisville; C. W. Snow, Syracuse; James W. Morrisson, Chicago.

I believe the Secretary has some notices he wishes to present.

SECRETARY TOMS: There is a special notice from the Entertainment Committee that the time for members to leave the hotel for the excursion on Friday is changed from 8:30 to 8:15—fifteen minutes earlier. It is necessary to make this change in order to insure getting to the train on time, as the train will not wait longer than the specified time. It will be necessary for every one who is going on the excursion to leave the hotel at 8:15 sharp in the morning.

The Banquet Committee announces that the dinner will be served at tables seating six persons, and gentlemen are requested to make up their own parties.

PRESIDENT HOVER: We will now proceed with the further recommendations of the Board of Control. There are several yet to be acted upon. Mr. Hall, Chairman of the Board of Control, has the floor.

MR. HALL: The Board of Control respectfully submits the following in connection with the report of the Committee on Adulterations:

REPORT OF BOARD OF CONTROL ON ADULTERATIONS

The report of the Committee on Adulterations has been read by the Board of Control with much interest, and while we must recognize the fact that the commercial conditions referred to in

the report do exist, and always will exist to a certain extent, the Board believes that the situation is constantly improving and that there is less and less tendency in the sale of drugs to misrepresent their real character or value.

This Association has always taken such a firm position in favor of maintaining a high standard of purity in drugs of all kinds that the Board feels that we should reiterate our conviction that no articles should be offered or sold except those that correspond exactly with the claims made for them.

The Board believes that it would be very difficult to establish regulations for standardizing different grades of drugs, as suggested by the Committee.

We recommend that the Association again place itself on record as being heartily in favor of every movement that will serve to protect the trade and the public against the deceptive adulteration of drugs.

PRESIDENT HOVER: Gentlemen, you have heard the recommendation of the Board of Control on the report of the Committee on Adulterations. What is your pleasure?

MR. KLINE: I move the adoption of the report of the Board. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully offers the following in connection with the report of the Committee on Relations with Local Associations, Local and Interstate:

REPORT OF BOARD OF CONTROL ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTERSTATE

This report shows that the Chairman of this Committee has given the subject of local associations a great deal of thought, and the thanks of our Association are certainly due him for his exhaustive and interesting report. The Board can not urge too strongly the benefit derived from our local organizations, and we most heartily indorse the recommendations of this Committee:

First—That a constant effort be made to secure an efficient and active organization in every section of the United States.

Second—The adoption of confidential rules between members of local associations which will regulate many of the harmful customs at present prevailing, and a continued effort to bring the members of these local associations into close relations by frequent conferences and meetings.

Third—We recommend that local exchanges send the secretaries of their organizations to the meetings of the National Wholesale Druggists' Association, and that the expense be borne by the local associations.

Fourth—We recommend that the incoming Committee on Local Associations be requested to organize local exchanges in any sections where there are no such organizations at the present time.

PRESIDENT HOVER: The report of the Board of Control on the report of the Committee on Local Associations is before you. What is your pleasure?

MR. TAYLOR: I move that the report be accepted.

MR. MAIN: Are we not going a little beyond our prov-

ince when we say to a local association that they shall pay the expenses of the representative they send here? Is not that a little beyond our scope? It seems to me a question of that kind should be left to the wisdom of the individual organization.

MR. HALL: This is only a recommendation. Of course the association can act as it sees fit regarding that.

PRESIDENT HOVER: What was the idea of the Board of Control in presenting that recommendation?

MR. HALL: It was this, Mr. President, that these secretaries will be more apt to attend, perhaps, if their expenses were paid, and we think it quite beneficial that the secretaries do attend the meetings of the Association. They could carry back the information they get not only in the meetings, but in conversation with members of the Association to their local exchanges, which would be beneficial to them.

PRESIDENT HOVER: Perhaps the paragraph was not as clear to the members of the convention as it might have been. Will you not read that paragraph again?

MR. HALL: The recommendation in question is as follows: "We recommend that local exchanges send the secretaries of their organizations to the meetings of the National Wholesale Druggists' Association, and that the expense be borne by the local associations."

MR. MAIN: I move to strike out the last portion of the

recommendation, "and that the expense be borne by the local associations." (Motion seconded.)

PRESIDENT HOVER: You have heard the motion to amend the report. Are there any remarks? This report is interesting and the Chair would like to hear some debate or some remarks in connection with it. It is far reaching in its effects.

MR. G. W. LATTIMER: I understand the motion now is on the adoption of the change in the reading of the report.

PRESIDENT HOVER: The question is on the amendment.

MR. HALL: We do not say that these associations or exchanges shall pay the expenses of their secretaries, but we recommend that the same be borne by the associations, feeling perhaps the secretaries would be more apt to attend under such circumstances, and that is the end in view in this recommendation.

MR. MAIN: I take the ground that this question is beyond our scope. We shall be glad to see the secretaries here; we believe their presence would be beneficial to the organizations they represent; but it seems to me we go outside of our province when we suggest to the local associations what they should do in regard to the payment of their representatives. When we say we shall be glad to see the representatives of these bodies and invite them to come, we are doing our part, and we certainly should go no further.

MR. LATTIMER: I can not help but agree with Mr. Hall in regard to that matter. I do not see that we go beyond our prerogatives when we suggest some such plan. The main effort of the Board of Control was to find some means of getting these secretaries together at least once a year at our meetings, if possible, and I believe that it will be impossible to get them to come unless there is some such suggestion made. We can make the suggestion. We can not enforce it or do anything further than offer the suggestion, but a suggestion is often all that is needed. I can not see that there is any harm in the recommendation.

PRESIDENT HOVER: It seems to me if such procedure were taken, there would be a tendency on the part of the members of this Association to forego the opportunity of meeting with us themselves, if they felt they were having official representation through their local secretaries. For that reason I would be inclined to favor Mr. Main's suggestion to strike out the reference to paying the expenses of the secretaries, leaving it to the individual associations to regulate the matter as best suits them.

MR. HALL: In answer to the remarks of the Chairman, I would say that we recommend here that the secretaries attend, and we do not think that would have any influence in keeping any other members of these local associations from attending our conventions. The secretaries are in touch with all the proceedings of their local associations, and can give better information than the average member. The exchange of views between the secretaries of these different associations would be of great benefit to the different organizations.

PRESIDENT HOVER: The question is on the adoption of the amendment. Are there any further remarks? (The question was put to vote and the amendment was adopted.)

PRESIDENT HOVER: The question is on the adoption of the report of the Board of Control as amended.

MR. LATTIMER: I am like Mr. Kline—it seems that the only way to get any debate on these reports is for the Chairman to start the debate himself. I agree with him also, that we are inclined to rush these reports through too quickly, without full consideration. It does seem that many of the reports which have had considerable time spent upon them are rushed through in such a cut and dried way, that the enthusiasm of men who might give more time to the discussion of these reports is taken away.

I may be a little too enthusiastic on this subject of local organizations, but I can not help feeling that this National Association can be helped and strengthened by them. I am in the peculiar position this year of having been on the Board of Control and at the same time Chairman of the Committee on Local Associations. I was anxious to have two or three other matters recommended by the Board of Control in its report, but the rest of the members of the Board seemed to think it was best not to recommend them. I, however, believe it will not be out of place if I should bring to your attention two or three of those things which might be adopted on the floor of the convention.

I am earnestly in favor of the recommendation that the lines should be drawn more clearly between manufacturers and jobbers—of course, a question of that sort is a large one. I have been criticized as having covered a

broader field in my report than I should have done, but feeling, as I do, that a great many of these matters can be carried out to so much better advantage through these local associations, I put them in my report. The suggestion in regard to drawing the line clearly between the jobber and the manufacturer applies especially to the pharmaceutical and plaster houses. There is one concern following exactly the wishes of the wholesale druggists, in distributing all of their goods through the wholesale druggists and protecting them, at least, by discounts. It seems that when one large concern takes a position of that sort, they should have some recognition by a body of this character. In talking with two or three representatives of another house, I find they are always willing to co-operate with different jobbers in different sections, and in that way the local associations could probably take up some of these vexed questions between the pharmaceutical men and the wholesale druggists and control the situation in their localities. They claim it can not be controlled in all localities, because some of the jobbers are not friendly and will not do their duty, so there is a field for the local exchanges to do work that might help them out decidedly.

There is one thing more I have been very anxious to bring about, or at least to present for the consideration of this body, and that is how we can crystallize the working of these local organizations so that they can be more effectual than they have been. During the last year, in one of the local exchanges in the Central West, it was decided to start a movement along certain lines. That local exchange directed its secretary to correspond with the secretaries of the other exchanges, and see if they could not work together on the matter. The secretary took up the correspondence with the other secretaries, and in the

course of time the matter got into the central office of the National Association, so that the Vice-Chairman or Secretary started correspondence also with these secretaries. There were three officials corresponding on the same subject, namely, the Chairman of the Committee on Local Associations of the N. W. D. A., the secretary of the local exchange and the Secretary of the N. W. D. A. A great deal of expense and time and labor could have been saved if one person had been authorized and given the power to take up that line of investigation. I would like some suggestions here, for the benefit of the incoming Committee, as to how that should be done. If this matter could be carried into our Secretary's office—and there is a good deal of correspondence if the work is taken up actively—there would be a decided saving of expense. If that is not done, perhaps a small amount of money could be appropriated to hire a stenographer to attend to this correspondence, under the direction of the Chairman of the incoming Committee. From my experience of two years as Chairman of the Committee, I know that there is enough of that kind of work to keep one person busy, and if all is done that can be done through these different organizations, it will be necessary to introduce some system of that sort. I have brought up these questions so that they might be discussed for the benefit of the incoming Chairman of the Committee, and I trust that some arrangement will be made to give him the proper assistance in attending to this work.

PRESIDENT HOVER: This is quite an important matter. Perhaps there are more members who care to discuss it.

MR. CAREY: In regard to the latter suggestion of Mr.

Lattimer, it seems to me that things of this kind could be handled by the Secretary of our Association. All that would be necessary would be for the Chairman to call the Secretary's attention to the matter, and he could take up the correspondence with the local organizations. I am not anxious to put any more work on our Secretary, yet it seems to me that the business would be centralized, and it could be properly handled—of course, with the aid of the Chairman of this particular Committee, who would be expected to see that the matter was properly attended to.

PRESIDENT HOVER: The question is now before you as to the adoption of the report of the Board of Control as amended.

MR. MAIN: I move that the report be adopted as amended. (Motion seconded and carried.)

MR. HALL: The Board of Control respectfully submits the following in connection with the report of the Committee on Transportation:

REPORT OF BOARD OF CONTROL ON TRANSPORTATION

The Board of Control has read with the greatest interest the able and comprehensive report of the Committee on Transportation, which deals with questions of vital importance to our members and contains recommendations of immense practical value. We fully agree with the Committee that all matters affecting the transportation interests of our members should be watched with the greatest care, and everything possible should be done to im-

prove existing conditions. The Board believes that this Association, with its present machinery, can do effective work in the direction of remedying some of the evils enumerated in the report. We feel that it comes properly within the province of this organization to do all in its power to secure the proper regulation of such general features of the transportation business as are more or less national in character.

We therefore recommend that the Committee on Transportation, which is a standing one, keep in close touch with our Secretary upon all matters connected with freight rates and classifications, interchangeable mileage tickets and other questions affecting the entire country or large sections of the same in a general way.

Our present Secretary happens to be a man of considerable experience in the transportation business, having been engaged in the service of both rail and water lines for a number of years before he entered our employ.

The Board believes that much good can be accomplished if the Secretary is instructed to co-operate closely with the Committee on Transportation and keep a careful watch upon all transportation questions of more or less general interest to our members. He should be authorized, whenever necessary in the judgment of himself and the Chairman of the Committee on Transportation, to attend meetings of the classification committees or other transportation associations, as well as conferences with other commercial organizations upon transportation matters of a general character.

As to questions of a local nature, the Board believes that these matters can best be handled through the various Boards of Trade, Chambers of Commerce or freight bureaus, which, as a rule, exist in almost every city of any considerable size throughout the United States. Should local troubles become so serious that it is impossible to correct them through the organizations referred to,

then our members should communicate with the Committee on Transportation or the Secretary, who would use every effort to assist in securing the application of the proper remedy. It should be borne in mind that merchants in all lines of trade have an equal interest in preventing delays or irregularities in transportation, and our members being usually connected with the commercial bodies in their respective cities are, no doubt, already reaping the benefit of the work of these organizations in correcting local troubles.

PRESIDENT HOVER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Transportation. What is your pleasure?

MR. KLINE: I move that the report be adopted. (Motion seconded and carried.)

PRESIDENT HOVER: Have you any further business to offer, Mr. Hall?

MR. HALL: I have read all the reports we have. I may say that there has been no report from the Committee on Pharmaceutical Preparations.

ELECTION OF ADDITIONAL NEW MEMBERS

PRESIDENT HOVER: We will now proceed to the regular order of business, which is the election of new members. The Secretary will read the names of the applicants to be acted upon.

SECRETARY TOMS: The names presented in the reports of the Committee on Membership at the first and second

sessions on Tuesday were submitted to the Association for action yesterday, and the applicants were elected.

The Committee submitted a supplemental report yesterday morning recommending for associate membership E. C. De Witt & Co., Chicago, Ill., whose name has been posted twenty-four hours.

The Committee now presents the application of the Van Stan's Stratena Co., Philadelphia, Pa., for associate membership.

Inasmuch as we will have no regular meeting of the Association after this session, it would seem necessary to suspend the rules if we wish to elect both these applicants to membership at this convention.

PRESIDENT HOVER: Gentlemen, you have heard the suggestion that it will be necessary to suspend the rules governing the election of members. The application of E. C. De Witt & Co. has been posted the necessary time, but the application of the Van Stan's Stratena Co. has not been posted as required under the rules—the rules require that applications shall be posted at the door for twenty-four hours.

MR. MAIN: I move that the rules be suspended and the Van Stan's Stratena Company's application be considered with the other. (Motion seconded and carried.)

PRESIDENT HOVER: What is your pleasure, gentlemen?

MR. KLINE: I move that the Secretary be instructed to cast the ballot of this Association electing the applicants to associate membership. (Motion seconded and carried.)

SECRETARY TOMS: As instructed, I hereby cast the ballot of the Association for the election of the two applicants named.

PRESIDENT HOVER: The Chair declares the applicants duly elected as associate members.

The hour of eleven having arrived, we will proceed to the special order of business—the further consideration of the report of the Committee on Memorials of Deceased Members.

MR. HALL: I think it would be well for the Secretary to read the names of our departed members, that they may be again brought before the meeting. There are many among the list of our departed members who served the Association faithfully in the beginning of its history. I refer more particularly to Mr. Arthur Peter, who was a President of this Association when it was known as the Western Wholesale Drug Association.

Secretary Toms read the list of members deceased during the past year.

PRESIDENT HOVER: Does any member on the floor wish to take the opportunity offered to make remarks regarding any of the deceased members whose names have been read?

MR. KLINE: It appears to me that, notwithstanding the recommendation of the Board of Control, there would be a hesitancy on the part of any one on the floor to add anything to the tribute which is already embodied in the report from the Committee on Memorials of Deceased Members. We now have on our records, from the hands

of that Committee, a proper and full mention of each of our deceased members, and the tribute in the report of the Committee will be published in our report of proceedings. It appears to me, therefore, that everything that can be accomplished in this connection has been done through the report of the Committee. Of course, there are a number of gentlemen on the list of whom we should like to say something, but I doubt very much whether it would add to the respect which we feel for their memories or would add to the value of the report already in our hands; and it seems to me that it may be well not to attempt to go further into the subject at this time.

PRESIDENT HOVER: If that is the sense of this meeting, we will then return to the order of business under which we were acting when we adjourned yesterday afternoon; the matter in question being in charge of Mr. Carey, Chairman of the Committee on Proprietary Goods.

RESOLUTIONS APPROVING DIRECT CONTRACT AND SERIAL NUMBERING PLAN

MR. CAREY: Mr. President—In the matter of the direct contract and serial numbering plan, which was discussed yesterday afternoon and referred back to a conference between the Proprietary Committee and the representatives of the N. A. R. D., permit me to say that a meeting was held as suggested, and we report back the following resolutions:

Resolved, That the National Wholesale Druggists' Association, in annual convention met, September, 1903, pledges its members

now as heretofore to co-operate to the fullest extent with the retail druggists in the establishment and maintenance of any protective plan that is feasible, legal and equitable, for the betterment of their condition.

Resolved, That this Association hereby approves of a direct contract and serial numbering plan of marketing proprietaries, and pledges its co-operation with the other branches of the trade in putting such plan into more general operation, provided that the proprietor or proprietors adopting the same will compensate the wholesale druggists for any additional labor involved in carrying it out; and provided that the details of such a plan meet with the approval of a sub-Committee of five, to be appointed by the Chairman of our Committee on Proprietary Goods, of which he shall be Chairman, which sub-Committee is hereby authorized to consult with any proprietor or proprietors who adopt such a plan, and with a similar Committee selected from the Executive Committee of the National Association of Retail Druggists. We will not favor the promulgation of such a contract by any proprietor until such Joint Committee shall have agreed upon the terms of the same.

I move the adoption of these resolutions.

PRESIDENT HOVER: Gentlemen—You have heard the resolutions proposed by the Committee on Proprietary Goods. What is your pleasure?

MR. M. N. KLINE, Philadelphia: Mr. President and Gentlemen—This matter is important enough to have a formal second, and I therefore rise for the purpose of seconding the adoption of the resolutions which have just been read. In doing so it seems to me that I might be justified in saying a word or two further upon the ques-

tion, which is a most important one. I deprecate very much the circulation of reports which I have seen occasionally during the year, to the effect that the wholesalers are, every once in a while, putting up what is vulgarly called a "jolly." I was personally particularly struck, and a good deal incensed, by a report which some one is said to have made to the headquarters of the N. A. R. D., which was published in a recent issue of the "Notes," the man who is quoted, it is said, being a conservative man and President of an important Eastern association—and I come pretty near guessing who he is—and this conservative-gentleman is quoted as saying that as a matter of fact the jobber did not mean what he said, and as near as I can recollect the quotation it was to the effect that the jobber never did mean what he said, and the inference of it was, as I said in my remarks at the opening of the convention, that we were a set of "jolliers." The editor of "Notes" very wisely and very sensibly expressed, in connection with that statement, his conviction that that was not so; and I want to say most frankly, and I want to get the statement on our records, that it is not so and never was so.

Mr. Chairman, I have stood, in connection with this work, as all of you are aware, for many years in intimate relations with the three branches of the trade, by reason of my duties when I was Chairman of the Committee on Proprietary Goods. I have realized during the entire time that there were a good many men in the retail trade who would say one thing and do another. I have realized during that time that there were some men among the jobbers who would say one thing and do another. The reason I use the words "good many" in the former case and the word "some" in the latter is because the number in the

former case is so much greater than the number in the latter case. I also believe myself justified in saying that there are some men among the proprietors who will say one thing and do another. But no man can look back upon the history of this organization, what it has accomplished, the position it holds in the confidence of all three branches of the trade, and then for one moment admit, considering the wholesale druggists as a class, that anybody is justified in making any such assertion as was quoted as having been made by a conservative man. Therefore, the first resolution, I think, is one which is eminently appropriate and proper in putting us on record as now standing exactly where we have stood consistently and persistently all these years.

Regarding the next question, it is one of very great importance—we realize it is one of the utmost importance to our friends in the retail trade. It is one of considerable importance, not so much to us, perhaps, as to them, but yet it is one of importance to us; and it is one of the gravest importance, gravest of all, in my opinion, to the manufacturer, so that when we proceed cautiously in the wording of our recommendation, it is because we feel from the long experience we have had that it is necessary we should not pledge this organization to something that we know in advance can not be successfully carried out. It is for that reason that certain provisos were embodied in our recommendation of yesterday, and embodied again, in a more modified form, perhaps, in the recommendation as it comes back from the Joint Committee. It is because we wanted to put the matter in practical shape, a shape in which we hope it can be carried out practicably.

Having said that, I want to express the hope that the recommendations as contained in these resolutions will

bear fruit in the direction of doing that which our friends so much desire, and also in the direction of correcting certain evils which exist, notwithstanding the more or less successful carrying out of the tripartite plan. I refer now particularly—and I think it ought to be referred to, perhaps, before we adjourn—to the fact that in the tripartite plan was involved an understanding that each of the three branches of the trade would stand up for and protect, so far as it was consistent to do so, the interests of the other two. And while there is much to be said, I suppose, in criticism of that which has been left undone by our own people, there is also much to be said in criticism of the spirit which seems to have spread until it has become greater and greater throughout this country, which I will call the spirit of “buying clubs.” There is no consistency, in my opinion, in the promulgating and encouraging of the tripartite plan, and at the same time the promulgating and the use in local associations of combinations for the purpose of taking away from one of the three classes the business which it was intended to protect rather than take away; and so, I believe, in encouraging and indorsing and putting ourselves on record as willing to co-operate with the direct contract plan, we may find that we shall have an improvement, so far as the local aspect of the thing is concerned, in regard to buying clubs. I hope we will find that we will secure an improvement in the direction of doing away with that which, through the large number of buying clubs which have cropped up, has to a very considerable extent nullified the benefits of the tripartite plan.

I want to say that I believe firmly that we can count upon the active and honest co-operation of a very large proportion of the jobbers in this country in connection with the plan, if it is considered by the proprietor that he

can successfully put it into operation, and that this action which is now proposed, I hope will meet the approval by vote, not only of the members of the wholesale drug trade representatives, but the active co-operation of the wholesale druggists throughout the country.

MR. C. P. WALBRIDGE, St. Louis: I wish also to second the motion to adopt these resolutions. I agree entirely with all that Mr. Kline has said, but I am especially attached to this movement because the request for it comes from the many to the few. It comes from the vast number of men of smaller means to the fewer men of larger means. In other words, it is based on a policy directly opposed to the idea of a trust. Our Association has been called a trust many times, in court and out of court. There never was an offensive trust organized that was based on the idea of assisting the men of smallest means, and there never can be. I do not admit that the policy of our organization has ever been on the line of a trust. The result of our organization has always been to decentralize, instead of centralize, power. It has always been to place the dealers upon an equality, instead of giving the control to a few. Here is a request coming from the great mass of retail druggists, whose average capital, throughout the country, I suppose, will be about \$800, certainly not more than \$1,000. These men come to us and ask us to do this thing, and I want to ask you if you think any court in Christendom would call us a "trust" because we comply with that kind of a request? I believe not.

I suggest one amendment to the resolution if it is not too late—perhaps the matter is already in the resolution and I did not notice it—that where it says "in the establishment and maintenance of any protective plan that is

feasible, legal and equitable for the betterment of their condition," I would suggest there that we say "equitable to all dealers in every branch of trade, whether members of any organization or not." I think you can see the reason for that amendment.

MR. CAREY: In answer to Mr. Walbridge's suggestion, it strikes me that point has been fully covered. If you will permit me I will read that clause. (Mr. Carey reads the first resolution.)

MR. WALBRIDGE: That is all right. I thought the resolution was confined to the members of the National Association of Retail Druggists.

MR. CAREY: It strikes me that point is covered.

PRESIDENT HOVER: Are there any remarks on the motion to adopt the resolutions? If not, the Chair will put the motion. (Motion put and resolutions unanimously carried.)

MR. T. V. WOOTEN, Secretary N. A. R. D.: Mr. Chairman and Gentlemen—The resolutions having been disposed of, I desire to make a statement in regard to what Mr. Kline has said relative to buying clubs. I do not undertake to reply to what he said on the subject further than to state that the lack of success of the tripartite plan is largely responsible for the buying club idea, and the promulgation of that method of doing business. If you gentlemen will assist us to make the tripartite plan a success, I am confident that the buying club idea will go out of existence, except in a limited way. There always will

be little cliques, little coteries of druggists who will buy in intermediate quantities and divide the goods among themselves; I do not think there can be any reasonable objection to that being done. But as to the buying of goods in *large* quantities and distributing them among retail druggists, the necessity for that arises from the fact that these druggists are compelled to sell the goods thus bought without profit, in ordinary conditions, and it would be unreasonable in us to find fault with them for wanting to recoup themselves as far as possible.

One reason why the tripartite plan has not succeeded is the difficulty, the extreme difficulty, of securing evidence as to where the cutters are getting their goods, as I endeavored to point out in my remarks yesterday. It has frequently been said that the National Association of Retail Druggists ought to be able to procure this information through the channels ordinarily employed, detective agencies. Those of you who have had experience with this method of obtaining information know how extremely unsatisfactory it is from every point of view; first of all, from its expensiveness. The National Association of Retail Druggists has no money that it could spare for that purpose, consequently we have been compelled to rely upon our local associations and such persons in those associations as are actively interested in the work to secure this needed information. We ought to have been able, Mr. President, to rely upon our loyal friends in the wholesale trade to assist us in the work. I realize fully, gentlemen, that hardly anything is more repugnant to a man of generous impulses than to spy on his neighbors and tell things which they are doing that they ought not to do. We all remember how heartily we despised a boy of that kind when we were boys, and how the fellow who bore tales

was cordially hated by every other boy. That spirit will not die out in the average man, and it is creditable to human nature that it is so. But here is a plan, the successful working of which is closely allied to the welfare of the proprietor, and of the jobber, and of the retailer. It is absolutely necessary that the information as to who is violating contracts shall be put into the proper hands before the plan can be made effective. Jobbers have unusual opportunities of finding out who is doing this kind of work. We do not ask you to tell us specifically that John Smith & Company are selling listed aggressive cutters, but we do insist you should put us in the way of getting this information for ourselves. I do not think I am asking anything unreasonable in asking that, and yet I have written letters to wholesale druggists—I shall not say whether or not they are members of this Association—after I had come into possession of the fact that they knew the tripartite plan had been violated by certain jobbers who ship to listed aggressive cutters, but could not get them to say one word or put me in the way of getting the information so much needed to make the plan effective in that case.

There is nothing aimed at in this talk of mine except that I want to impress upon you that you should give us all the help you can give and ought to give in all fairness, to make the tripartite plan a success. Do not think for a moment that the reason the plan is not successful is because of any lack of effort on the part of the National Association of Retail Druggists. I assure you we have never neglected any part of our work. I believe Chairman Carey and his co-workers will tell you we have never overlooked any opportunity to secure the information we needed to make the plan wholly successful.

MR. HENRY CANNING, Boston: Mr. President and Gentlemen—If I may be allowed to say a word, I want to call attention to one thing which has been a little lost sight of, and that is that no official body of retailers has, to my knowledge, in any part of the country, in any way, shape or manner, indorsed the so-called buying clubs. The reasons why they have sprung into existence have been fully explained by Mr. Wooten. Perhaps I may be forgiven for making a statement on this floor, from the fact of being a local officer of the N. A. R. D., and from the fact of having been connected in a national way for twenty years or more with this very question, threshing and re-threshing it, still looking forward for the much-wanted panacea, and still hoping that the man might come forth who would bring it to us; and I think possibly that has come to pass in the plan now before us.

I want to congratulate the National Association of Retail Druggists; I want to congratulate the retail druggists of the country generally upon the able pleading of their cause we have heard upon the floor at this convention. You all listened with great attention to the eloquent, scholarly and modest, yet heroic and forceful address presented here by our able exponent, the Secretary, yesterday morning. A coincidence has taken place here. As a great many of you know, it was in Boston, twenty years ago, that the first movement of this kind was started, resulting in the formation of the old N. R. D. A.—simply the initials twisted a little bit from what they now are—the National Retail Druggists' Association having been formed in Washington in 1883, the movement having been started in this city. We have been working, working all the time, but the great fault, as has been expressed by the old war-horse, if I may call him so, Mr. Kline, whom we all honor

in this movement and who I know has been heart and soul in it all that time, has been that our plans heretofore have been based perhaps too much on the assumption that men are universally honest. Mr. Kline knows, and you gentlemen know, and I know from the experience of these years, that if we could have made our plan on just the reverse assumption, it might have accomplished something. You can not "resolve" men to be honest, any more than you can legislate by statute that a man shall not drink rum. Some men will find a way of overcoming the resolution or the legislation in every case. This plan comes the nearest to anything I have seen to bringing about that desired honesty. With the average man, especially business man, when he puts his name to anything, it becomes in that sense a bond. With most men their word is as good as their bond, but with the few we want their bond. I think you have made much progress at this meeting. It must be remembered that while the retailers are heartily in favor of this plan and are asking for it, and the jobbers have indorsed it at this meeting, that we have only solved two-thirds of the problem. We have still the hardest knot to unravel—we want the proprietors to indorse it; it requires all three. The retailers will endeavor to do their part, and we know from past experiences—and I say it honestly—that the jobbers will do their part in trying to bring about this action on the part of the proprietors; and I sincerely hope we can look for something good in the future.

MR. ROBERT K. SMITHER, President N. A. R. D.: On behalf of the National Association of Retail Druggists, I desire to thank the members of this convention for the courtesies extended to our delegation upon this floor, and

especially for the cordial expressions that have been made by the several speakers on the question most vital to us, and the unselfish attitude which they have evinced toward us.

We shall go to our convention next month relying upon this Association to co-operate with us for the betterment of all three organizations, not in a perfunctory way, but in an earnest and active desire to really accomplish something. (Applause.)

PRESIDENT HOVER: Mr. Smither and Your Associates—On behalf of the National Wholesale Druggists' Association, I in turn desire to express my thanks and our appreciation of the spirit of fairness which has characterized the requests and demands that you have made upon the floor and in our committee rooms, and for the courteous and kindly reception which you have given to our suggestions. We appreciate the tact, diplomacy and the businesslike manner in which you presented your conclusions. We further beg to assure you, as we have repeatedly intimated upon this floor, that your interests are our interests, and that anything which can be done for the betterment of the retailer is directly in the interest of the wholesaler. We thank you very much, Mr. Smither. (Applause.)

ELECTION OF ADDITIONAL NEW MEMBER

PRESIDENT HOVER: The enthusiasm of this meeting has been productive of some good results in the direction of increased membership, compelling a further supplemental report from the Committee on Membership. If this meeting so desires, the rules can be suspended to ad-

mit of the application for associate membership of W. Howard Ogborn, drug broker, Cincinnati, Ohio. What is your pleasure?

MR. KLINE: I have no objection to moving the suspension of the rules, but we will have another meeting tomorrow night.

PRESIDENT HOVER: If we do not lose sight of the application:

MR. CAREY: We have already suspended the rules for this purpose, and it is no more than courtesy to this applicant that we should do it again. I move the rules be suspended.

(Motion seconded and carried.)

PRESIDENT HOVER: The application is before you for action.

MR. SNOW: I move that the Secretary be authorized to cast the ballot of the convention for the applicant.

(Motion seconded and carried.)

SECRETARY TOMS: The Secretary, as instructed, has cast the ballot of the Association for the election of W. Howard Ogborn as an associate member.

PRESIDENT HOVER: The Chair takes pleasure in announcing the election to associate membership of W. Howard Ogborn.

We still have the election of officers before us, and, unless there is other business, we will take that up.

MR. KLINE: I think the members will pardon me for taking a few moments' additional time. The Board of Control proposed, and the convention afterward ratified, a vote of thanks to the Committee on Suits. When the negative was put, the President and myself were the only persons standing. I do not know whether to count the negative vote as one or two.

PRESIDENT HOVER: Count it as two.

MR. KLINE: The President kept standing up. It was very gratifying to have the approval of this Association expressed in a vote of thanks. I realize that it was not merited by the Committee, because, after all, what has been done by the Committee on Suits has been due to the men behind the Committee. If the Committee had not received proper advice and proper counsel we might have had a vote of censure, because I understand that votes of thanks are only given to successful things, and frowns or votes of censure given to unsuccessful things, whereas, in the latter case, the Committee might not really have been to blame. I want to introduce, so that you can look into his face, one of the two men who has had to do with the real work of bringing these suits so far to a successful termination. I have the pleasure of introducing Mr. H. LaBarre Jayne, of Philadelphia, who has been our counsel all these years. (Applause.)

PRESIDENT HOVER: Mr. Jayne, we are pleased to meet you.

REMARKS OF MR. H. LA BARRE JAYNE, COUNSEL
OF THE N. W. D. A.

MR. JAYNE: Mr. President and Gentlemen—As I came here on the train this morning I heard some one say the National Wholesale Druggists' Association were going on a trip to see the park system of Boston. I turned to look at the person, and, not knowing him, felt that I could scarcely say to him what I was prompted to say, that the National Wholesale Druggists' Association has a Park system of its own. (Laughter and applause.) Possibly our Park system is more extended, with more ramifications, and with more lonely copses into which one might be inveigled and ambushed than almost any other park system of which I have any knowledge.

At the beginning of this proceeding in New York several years ago, while waiting for the preliminary injunction to be argued, Mr. Kline, myself and others were interested in a case which preceded our own. The young attorney was earnest and active in the presentation of his case, and it was soon apparent that he had made his case perfectly clear to Judge Russell, a man of great intelligence, as you may imagine, for he decided the Park suit in our favor. (Laughter.) The Judge said: "I think I understand your case; won't you hand up the papers?" "Certainly, but I would like to call your Honor's attention to this point," and the young attorney proceeded to discuss his case. We wondered why he could not see that it was perfectly clear the Judge was in his favor, yet because of his intense interest in his case, he felt he could not sit down without making some point clearer to the Judge. The Judge listened, and then said: "I think I understood that point before; I certainly understand it

now.” “Yes, Judge Russell, but permit me to say one thing—” The Judge then said to the young man: “My dear sir, can you not see that I am with you—I do not know how long I shall be if you continue to talk.” (Applause.)

Gentlemen of the National Wholesale Druggists’ Association, you gave me a very kind reception—if I go on, you may decide against me. (Applause.)

SELECTION OF NEW ORLEANS AS PLACE OF NEXT MEETING

PRESIDENT HOVER: It is now the order of business, on account of the necessary time having elapsed, to take up the report of the Committee on Time and Place of Meeting.

The Committee have changed their report, which was originally presented as fixing the time of the meeting the last week in October, or the first week in November, to read: “The last week in October, or some time in November.” A motion was made and seconded to adopt the report of the Committee. Are you ready for the question? (Motion unanimously adopted.)

PRESIDENT HOVER: The selection of the city of New Orleans as the place of our next meeting is fitting, and will fill out the triangle—Monterey, Boston, New Orleans.

MR. E. D. TAYLOR, Richmond, Va.: Mr. President and Gentlemen—The Association having selected New Orleans for our next place of meeting, I hope the members of the National Wholesale Druggists’ Association from East, North and West will be in attendance at that meet-

ing, as it will stimulate the jobbers in the far South and Texas to attend the meeting and become members of our Association.

ELECTION OF OFFICERS

PRESIDENT HOVER: The next order of business, unless there is some other business to be presented to the convention, will be the election of officers. How do you wish to proceed with the election—by one-twelfth dozen, or by bulk?

MR. KLINE: I move that the Secretary be instructed to cast an affirmative ballot for the list of officers as made by the nominating Committee. (Motion seconded and carried.)

SECRETARY TOMS: As instructed, I cast the ballot of the convention for the nominees recommended by the Committee on Nominations, as follows:

For President—C. F. Shoemaker, Philadelphia, Pa.

For Secretary—J. E. Toms, Indianapolis, Ind.

For Treasurer—Samuel E. Strong, Cleveland, Ohio.

For First Vice-President—M. Cary Peter, Louisville, Ky.

For Second Vice-President—Fred L. Carter, Boston, Mass.

For Third Vice-President—C. F. Michaels, San Francisco, Cal.

For Fourth Vice-President—James W. Morrisson, Chicago.

For Fifth Vice-President—A. D. Parker, New Orleans, La.

For Board of Control—

Lucien B. Hall, Chairman, Cleveland, Ohio.

Henry W. Evans, Kansas City, Mo.

A. M. Reid, Atlanta, Ga.

Charles P. Barton, Louisville, Ky.

Charles A. Jerman, Milwaukee, Wis.

PRESIDENT HOVER: Gentlemen—The Chair declares the nominees duly elected. (Calls for Mr. Shoemaker, President-elect.)

MR. SHOEMAKER: Mr. President and Gentlemen—I do not think that I need to apologize for failing to remain unmoved by the exhibition of such cheering sympathy and encouragement on your part. It was said yesterday that the rewards of the Association, as shown in this manner, might truly be said to be a recompense for services performed. I can assure you most cordially I do feel it in that way. When three years ago at Chicago I accepted the position of Chairman of the Proprietary Committee I did it with the greatest reluctance, and only from the sternest sense of duty. I was a particularly busy man and the duties of that office added much to the daily routine of my work. At the same time I had a realizing sense that perhaps I was called upon to perform that duty and at that time, and I wish to say that whatever work I have done for this Association has been done cheerfully, gladly and to the best of my ability, but I likewise feel that this work, onerous as it has been, has not been without its compensation. I feel that it has not only given me a personal acquaintance with the membership of this Association and with the various proprietors, which has been very gratifying, but that it has greatly broadened the scope of my business vision; in other words, I feel that I am a much better business man to-day than I would have been had I not performed this service. I feel that in this matter, as in many others through life, the man who cheerfully and gladly gives in any direction always receives a substantial recompense in some way. I am sure that no man, how-

ever stoical he may be, can be indifferent to the opinions and the regard of his associates, and therefore it is with the greatest pleasure that I wish to say that I feel deeply the manifestation of your regard which has just been so plainly shown to me. (Applause.)

PRESIDENT HOVER: Is there any further business before the close of this session, which is our last business session?

SECRETARY TOMS: There is no further business.

MR. CAREY: I move that we adjourn the business session of the convention until 10 o'clock Saturday morning. (Motion seconded and carried.)

The meeting then adjourned.

SIXTH SESSION

FRIDAY EVENING, SEPTEMBER 11.

The ladies and gentlemen of the convention being assembled in the room in which the meetings had been held, President Hover called the meeting to order at 9:30 o'clock and said:

Ladies and Gentlemen of the National Wholesale Druggists' Association—Please come to order. This is our final session. The first order of business is the reading of the minutes of the last meeting. If there is no objection we will suspend the reading of the minutes of the last

meeting and proceed with the regular order of business. Mr. Secretary, is there any business before the house?

SECRETARY TOMS: The first business is the report of the Committee to prepare resolutions of thanks to the Entertainment Committee, Mr. M. Cary Peter, of Louisville, Chairman.

PRESIDENT HOVER: We would be pleased to have Mr. Peter make his report.

RESOLUTIONS OF THANKS TO ENTERTAINMENT COMMITTEE

MR. PETER: There have been few commands issued to a Committee of this Association to which they have had to confess their inability to promptly respond. The paucity of the English language is such that we have found words incapable of expressing our appreciation of the handsome manner in which the Entertainment Committee has provided for this meeting. We in the West have believed that the people of Boston have nothing else to do but cut coupons. We have discovered that it is not only no trouble for them to cut the coupons and collect the money, but they have invested it most delightfully, so that by drawing a coupon one's wants are supplied from the Fortunatus purse given each of us when we registered. The charming object lesson you have given us of your unbounded hospitality will be ever remembered with gratitude by all of us. You have been most generous and prompt in offering us everything that our hearts could desire, and that we have been equally prompt in accepting your generous

courtesies is a sufficient indication that we appreciate to the fullest extent the efforts you have so handsomely made.

And your ladies who have been in hourly attendance with us and who have so subdued every discordant passion that we are proud of our own behavior—what can we say in returning thanks to the ladies? Words fail us. We will take home not only the memory of the beautiful flowers which ornament the lawns of this magnificent city and its suburbs, but we shall have a never-ending remembrance of the beautiful lilies that have accompanied us everywhere. (Applause.)

It seems fit, Mr President, that we should return thanks for the handsome manner in which Mr. Lawson has allowed us to make public property of his private grounds. Speaking as one who thought himself to be an expert in such matters, I will say that I have never seen even human beings so handsomely housed as the splendid animals which Mr. Lawson has in his various houses and barns.

All we can say in return for all that has been done for us is that we thank you sincerely for your goodness. (Applause.)

PRESIDENT HOVER: Gentlemen—The resolutions are before you. What is your pleasure?

MR. MAIN: I move that they be adopted by a rising vote.

PRESIDENT HOVER: Gentlemen—You have heard the motion. Are you ready for the question?

MR. GEORGE W. LATTIMER, Columbus, Ohio: I am sure I express the sentiment and opinion of every lady and gen-

tleman here when I express the deep gratitude we feel for the entertainment these ladies and gentlemen have given us. Doubtless many of us have undertaken to map out a small trip for ourselves or our wives—and have known what an immense job it has been. (Laughter.) Perhaps a few have occasionally undertaken to plan a one-day trip for a Sunday-school picnic or something of that sort. It may be that some of us have undertaken to plan a three or four days' outing for fifteen or twenty people, and we know what it means; but it is almost beyond my conception to think of undertaking to plan for the excursions that have been given us this week for 400 or more people, and not have a hitch in the whole proceeding from beginning to end. (Applause.) I have yet to hear the first complaint or the first criticism of a single thing that has been done this week, and I think that the Committee is to be congratulated upon the very successful manner in which they have conducted the various excursions. As I stood in the lobby last evening and looked through the doors and saw the galaxy of beauty in the dining-room, I was inspired, as I believe every man is inspired, when he looks upon beautiful women, and beautiful women ought to understand what an inspiration they give a man when they are looked upon, especially with such admiring glances as were cast upon them last night, because I think that one by one all the gentlemen were called into the lobby to gaze on the ladies. When these ladies understand the power they have over men, how careful they should be how they exercise that power! I think that our wives ought to take that to heart (laughter), and I think we can compliment ourselves upon behaving ourselves so well, when as Mr. Peter says, the ladies have us in their power to such an extent. I wish to second the motion to thank the Committee

of Arrangements for the entertainment given us. (Applause.)

PRESIDENT HOVER: Are there any other remarks? I suggest that the speeches be limited to ten minutes each.

MR. B. T. VAN ALLEN, Chicago: Mr. President—You having limited the speeches to ten minutes, I will be one of the ten to take one minute each in seconding these resolutions. It was my privilege and pleasure in 1900 to be a member of the Committee on Entertainment in the city of Chicago. The members of that Committee present at this meeting, seven in number, held an informal meeting on the boat to-day, and we decided that until the present time Chicago had held the palm, but agreed, unanimously, to give it to Chairman Cutler and his efficient associates of the Boston Entertainment Committee. (Applause and calls for Mr. Cutler.)

MR. C. F. CUTLER: Mr. President, Ladies and Gentlemen—I have been congratulating the victims upstairs on what they were going to go through. I told them I was out of it. I went through it in California and knew what it was, but it seems to me I spoke before I really knew what was going to take place. The Committee on Arrangements here have worked quite a little on the program, and, if it has been in any way successful, we are indebted to the fact that it was a working Committee. Everybody on the Committee has had a share in the work; the different events were divided among different members, and they have all fulfilled their work to the best of their ability. We are very glad that we have had you with

us this year, and we hope we have so entertained you that you will come again. I thank you. (Applause.)

PRESIDENT HOVER: If there are no further remarks the question will be put. (The question was put and the resolutions adopted by a unanimous rising vote.)

INSTALLATION OF OFFICERS

PRESIDENT HOVER: Our next order of business for the evening is the installation of officers. The first office is that of President. Will Mr. Kline kindly escort Mr. C. F. Shoemaker, of Philadelphia, our newly-elected presiding officer, to the platform?

MR. KLINE: Mr. President, Ladies and Gentlemen—There was a tradition which existed a few years ago that the only place to find Presidents was in the State of Ohio. Through the intervention of Providence, as you know, that condition of affairs was broken up a little while ago. I do not know that Providence has had anything to do with the fact to which I am about to allude, but we are so fortunate in Philadelphia as to have twice furnished Presidents to this organization. The first one was a pretty poor makeshift, but still, somehow, he got through. I have now the pleasure, Mr. President, to introduce to you his successor, Mr. C. F. Shoemaker, of Philadelphia, who I am sure will be a first-rate President. (Applause.)

PRESIDENT HOVER: Ladies and Gentlemen of the Association—I take pleasure in introducing to you Mr. C. F. Shoemaker as your President for the ensuing year. (Applause.)

MR. SHOEMAKER: Mr. President, Ladies and Gentlemen—I desire to assure you in the most serious way of my appreciation of the honor which has been tendered to me in selecting me as your presiding officer for the ensuing year. I desire to express my appreciation of your presence here this evening, and especially the presence of the ladies, this being the only official function, connected with the change in administration, to which they are invited. Those who are familiar with the previous management of our meetings will recognize the fact that this function, the installation of officers, has been arranged for a little different time from that which has been fixed on previous occasions. I asked a member of the Entertainment Committee why the change was made, but did not receive a definite reply, but a vague impression was given me that it was simply because the connecting link in the chain of entertainment gave out at this point, and, having nothing better to do, the victims of yesterday's election were selected to fill the gap. (Applause.)

My esteemed colleague, Mr. Kline, I am informed by the proceedings last year, expressed the opinion that the newly-elected officers of the Association were the servants and not the masters of the Association. This doctrine I accept as being true, but there is one thing I wish to say and that is that there is a point at which even a worm will turn. I do not know how much time has been allotted to me and how much to the other officers, but if I am expected to speak more than an hour and a half, I shall positively decline to do so. (Laughter.) As I have already stated, it is a pleasure to me to accept this office at your hands, and as long as it has been your choice to select me as your standard bearer, I am much pleased to receive the gift in this particular place. I have never had the pleasure

of visiting this beautiful city before, but it seems to me that it can not fail to be inspiring to be one of such a gathering as this, which has received such generous and magnificent hospitality, which has not only been so beautifully inspired, but has been so successfully executed. (Applause.)

And then it seems to me that Boston has a charm of its own, to which I must confess that I have yielded. It seems to me that one can not fail to be inspired at being near the sacred spots which mark the places where those who participated in our Revolutionary War laid down, not only their lives, but their fortunes, in defense of the liberty of this country. I also think that the very air of Boston seems to carry with it a certain degree of attractiveness. The spirit of civic pride which fills the public library of the city with the works of an Abbey and a Sargent, the spirit of independence in political affairs which puts the Commonwealth forth as a notable example of good laws and of good men to execute them, is most inspiring. And then to me the spirit of Boston culture is a very pregnant idea. It is the custom in some quarters to scoff at this, rather to attribute to it the idea of placing one's self on a pedestal with a sort of "holier than thou" feeling, but I do not look at it in that way. I feel that the spirit of Boston culture is a more subtle and more attractive attribute, it is a thing which, according to my estimation, fills and rounds out an attractive and fully developed life, which gives greater zest to the joys and pleasures of life as they come along and which, in time of grief and misfortune, mitigates their poignancy.

I read some time since a story which I think illustrates very well this particular feeling. It was that of a lady inhabitant of the city who always lost no opportunity to

say that she lived in Boston. She expressed great pleasure in living here and she did not think she would be happy anywhere else. Then the time came along, through changes in family connections, when she was compelled to move to a little Western city, and some years afterward one of her friends went there and found her still quite happy. She remarked: "Mrs. J., how is this? I see no change in your mental condition; you seem to be as happy as you ever were. I did not think you could exist, even, outside of Boston." The lady answered: "The fact of the matter is that Boston is not a locality; it is simply a state of mind." (Applause.) Now it seems to me that any locality, or any city, or any commonwealth which inspires that sort of feeling in its inhabitants has accomplished something that is worth accomplishing. For any one about to undertake the performance of a duty, even of the smallest magnitude, this is an inspiring place to stand, because there is no question that the early settlers of this commonwealth were men for whom duty was written in capital letters. Our early ancestors in New England had ideas of their own, and knew what they wanted, and they started after them in good style, because we are told the first thing they did when they landed was to fall upon their knees, and then they fell upon the aborigines. (Laughter.) It was not only the early men of New England, but likewise the women, who knew what they wanted, and one of these women by a few aptly chosen words at the proper time, not only secured for herself her happiness, but likewise an eternal place in history: "Why don't you speak for yourself, John?" (Applause.)

I heard another story the other day illustrating the fact that not only the earlier women of New England knew what they wanted, but also the women of the present day,

and this story was that of a young lady who lived in Boston and had some relatives in New York. The relatives from New York had frequently visited her, and they had often urged her to visit them in return, but she said that she did not care to go away from home; but finally, after they had asked her six or seven times, she surprised them one day by writing that she was coming. Then there was great consternation in the New York household, because, they said, she was so very intellectual they really did not know how to entertain her. However, she arrived. The first night they took her to a lecture on "Dress Reform," and the next night to one on "The Higher Criticism," and the next morning she came down with her bonnet on and said she was going home. Of course, her New York friends were surprised, as she had expected to stay a couple of weeks. She said: "It is no fault of yours; you have done the best you could to entertain me, but the first thing you did was to take away my corsets, and then my Bible, and if I stay here another day you will take me to a lecture on "Health Food" and take away my pork and beans. I want to go home while I have something left." (Laughter and applause.)

I think I will leave the balance of the hour and a half to the other candidates. I do not expect to spend very many weary days or sleepless nights over the work of the Presidency of this Association during the ensuing year, but I can assure you that whatever the duties of the position may be, they will be carefully performed to the best of my ability, and that I shall be entirely at the service of the Association, of its members, and of their wives and daughters. (Applause.)

PRESIDENT HOVER: Mr. M. Cary Peter, of Louisville, has been elected First Vice-President. I will ask Mr. Weller to escort Mr. Peter to the platform.

MR. WELLER: Mr. President, Ladies and Gentlemen—I have the pleasure of presenting to this Association to-night as your First Vice-President, Mr. M. Cary Peter, of Louisville, Ky., a man whom we all delight to honor. His name is familiar to all the members of this Association. Mr. Peter has surely contributed as much to the upbuilding of the N. W. D. A. as any other man in our organization.

PRESIDENT HOVER: Ladies and Gentlemen—I take pleasure in introducing Mr. Peter, the First Vice-President-elect.

MR. PETER: Mr. President and Gentlemen of the N. W. D. A.—Coming from the South, before I forget it, I want to say that I accept the office. (Laughter.) I will now proceed to occupy the three hours and a half left by the President. I want to congratulate the Association upon the fact that in their commendation of their conduct they can no longer say that they have no small vices. (Laughter.) Following the example of the President, whom I hope it may not be my fortune to follow actively in the office, unless he should resign—and being from Philadelphia he will not do that—I will give you my first recollection of Boston, for I have been here before several times. Immediately after the surrender of Appomatox Court-house I was in Boston. The occasion was not so cheerful as to-night; nor was my mind so responsive to the good of Boston or anybody in this neck of woods.

I walked along the street and came to a house that looked familiar, but I could not recall its name, although it is as familiar when seen for the first time, because of the numerous pictures of it throughout the country, as it is to any of you who see it every day when you go down town. A handsome, typical, bright-eyed, generous looking old gentleman, with a Prince Albert coat and a silk hat, with gray side-whiskers, of well-kept and well-fed countenance, accosted me and said, "You are from the South, are you not?" I said, "How do you know it?" "I knew it from your looks and I am certain of it now from your speech." I asked, "What is the name of this building?" He said: "You certainly know that. That is Faneuil Hall. That belongs to you, my son, and every American. I will get the keys and show you inside." I have loved Boston ever since, and every time I have seen any of you, or anybody from this city, that love has increased, and I hope it may until I carry it home with me, where I hope to meet many of the Bostonians. The old gentleman was very kind to me and told me some stories that interested me. One story which he told brings to my mind another that I recently heard. There was a German who had a splendid bachelor hall in which he lived by himself, and enjoyed all the good things of life, and a particularly strong smelling pipe that prevented any woman from accepting his hand, and he had a favorite dog that slept in the sitting-room on a specially prepared rug in front of the fire. The old fellow was smoking his pipe and looking at the dog reflecting and finally said, "Schneider, I believe you got the best of it—nice place to sleep, plenty to eat, good bath every week; after awhile you die and that is the end of it, but when I die I got to go to hell yet." (Applause.)

PRESIDENT HOVER: The Second Vice-President is Mr. Fred L. Carter, of Boston, who will be introduced by Mr. Main.

MR. MAIN: Mr. President, Ladies and Gentlemen—I have the honor to introduce Mr. Fred L. Carter, of Boston, for many years the efficient Secretary of the New England Drug Exchange. We know him as an active working member of this Association, and he has now been elected to the second vice-presidency.

PRESIDENT HOVER: Ladies and Gentlemen—I take pleasure in presenting to you your Second Vice-President, Mr. Carter.

MR. CARTER: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I thank you for the honor of being elected to the office of Second Vice-President. A year ago, at Monterey, your Second Vice-President had the pleasure of inviting you to Boston for your next meeting. The invitation was accepted. You came, you saw, and you have conquered our hearts. You have seen our North Shore, our South Shore, our suburbs, our university, our Common and our subway, all that we hold dear as a part of our beloved city we have shown to you. We hope for all time you will hold in your hearts an affectionate remembrance of our dear old Boston. And now your Second Vice-President, with the deepest regrets, has to say “Au revoir, but not good-bye.” (Great applause.)

PRESIDENT HOVER: Mr. C. F. Michaels, of San Fran-

cisco, has been elected Third Vice-President. Mr. Walker will kindly introduce Mr. Michaels.

MR. WALKER: Mr. President, Ladies and Gentlemen—I have pleasure in introducing Mr. C. F. Michaels, of San Francisco, our Third Vice-President. A year ago, at Monterey, we had the pleasure of meeting Mr. Michaels in an official capacity as a member of the Committee on Entertainment, and I am sure those of us who had the privilege of going to that place are still enjoying the delights of the Golden Shore and of the entertainment we received there. Mr. Michaels is an active member of one of the leading wholesale drug firms in San Francisco and we are very much pleased to meet him here at this time, and are particularly pleased that he has consented to serve us as an officer of this Association.

PRESIDENT HOVER: Ladies and Gentlemen—I have the pleasure of introducing your Third Vice-President, Mr. Michaels.

MR. MICHAELS: Mr. President, Ladies and Gentlemen of the Association—I desire to thank you for the great honor conferred upon me in electing me as an officer of this Association. I assure you that I appreciate the compliment all the more from the fact that I am a member of a kindergarten which has been formed in the rear of the room, and there are a few more of the pupils to come. The rest of the kindergarten is lined up in the rear, on the verge of nervous prostration, and if I stay here much longer their capacity to speak will be entirely gone. (Applause.)

PRESIDENT HOVER: Mr. James W. Morrisson, of Chicago, has been elected Fourth Vice-President. I will ask Mr. Kline to introduce Mr. Morrisson.

MR. KLINE: Mr. President, there are two great cities in this country. One has been honored in the selection of President and the other in the selection of Vice-President of this Association. It may be remarked by some of the gentlemen in the audience that there are other cities, but outside of Boston I know of only two other cities worthy of mention at this time. At all events, I think we may be considered fortunate in having secured the services as an executive officer of this Association of a man who, although he looks young and is not yet grown very tall, is at the present time at the head of a very large business, which is being very successfully conducted, and in introducing him I want to say that I believe he will be a valuable aid in the affairs of this Association. Mr. Morrisson, of Chicago.

PRESIDENT HOVER: Ladies and Gentlemen—I introduce your Fourth Vice-President, Mr. James W. Morrisson.

MR. MORRISSON: Mr. President, Ladies and Gentlemen—My friend Michaels speaks of kindergartens and insinuates that I am young. I plead guilty, my sole defense being that I was born that way. This failing is hereditary in my family.

But this is not what I intended to say to you. I intended to come to you and ask your forbearance and your sympathy in a great bereavement—a bereavement that will greatly alter what I have to say. When your honor-

able Secretary told me that I had to make a speech, I at once attempted to collect my thoughts. The small collection I succeeded in making I have since lost, and it makes a great difference in what I have to say. This is enough to give a man nervous prostration, but I am sure you can see that this is the happiest moment of my life. (Laughter.) There is nothing left for me but to thank the gentlemen who have conspired with geography to thrust this honor upon me. (Applause.)

PRESIDENT HOVER: The Fifth Vice-President is Mr. A. D. Parker, of New Orleans, La. Mr. Parker will be introduced by Mr. Weller.

MR. WELLER: Mr. President and Gentlemen—A few moments before the last speaker was on the floor I saw Mr. Parker in the rear of the room. He is a member of the kindergarten, and probably when Mr. Michaels was speaking he thought he had better leave the hall. I had the pleasure of meeting Mr. Parker last winter, having spent a month in the city of New Orleans, and I learned to esteem him very highly. He is at the head of a very large and prosperous drug establishment in that city. That he has made a success of it goes without saying, and that he will make a still greater success in the future I verily believe.

He came here to extend to us a very cordial invitation to hold our next meeting in the city of New Orleans. Believing he represented the sentiment that has grown up in the South, we gladly accepted his invitation, and we will go to New Orleans feeling we will receive a welcome that is full of Southern hospitality. I am sorry Mr. Par-

ker is not here to accept the office of Fifth Vice-President. He may come in later and favor us with a few remarks.

PRESIDENT HOVER: The next officer to be installed is Mr. J. E. Toms, who has been re-elected Secretary. Mr. Toms will be introduced by Mr. Main.

MR. MAIN: Mr. President, Ladies and Gentlemen—I have pleasure in introducing to you Mr. J. E. Toms, whose very efficient work for the Association as Secretary in the past has insured his re-election to this position for the ensuing year. I can assure you the position of Secretary of this Association is no sinecure.

PRESIDENT HOVER: Ladies and Gentlemen—I have pleasure in introducing Mr. Toms, our Secretary.

MR. TOMS: Mr. President, Ladies and Gentlemen—A year ago you did me the honor to elect me your Secretary for the first time. I have felt during the past year that I was on trial, and it is most gratifying and encouraging to me that you have signified your approval of my work by again electing me to this position. I desire to express my heartfelt gratitude for the confidence which you have reposed in me. If I could make a speech, I would need no greater inspiration than that furnished by this magnificent gathering of lovely women and handsome men; but fortunately for the present occupant of the office, your Secretary is not required to do any talking, but simply to record the sayings and doings of others. I therefore will close by extending my most sincere thanks for your kindness. (Applause.)

PRESIDENT HOVER: The next officer to be installed is Mr. Samuel E. Strong, of Cleveland, Ohio, who has been re-elected Treasurer. Mr. Walker will introduce Mr. Strong.

MR. WALKER: Mr. President, Ladies and Gentlemen—I may say that Mr. Strong has absconded. Generally when a man who is entrusted with money is absent when he is wanted, they say that he has run away. But in this instance such is happily not the case. Our Association is deeply grateful to Mr. Strong for his efficient administration of the duties of Treasurer. (Applause.)

MR. WELLER: I have Mr. Parker.

PRESIDENT HOVER: Ladies and Gentlemen—I introduce Mr. Parker, our Fifth Vice-President.

MR. PARKER: Mr. President, Ladies and Gentlemen—I have not heard the speeches which have been made, and I was kept away from the banquet last night, and, not knowing just what has gone before me, rather feel a hesitancy in going too deeply into any remarks regarding the outcome of this meeting, etc. In fact, I have contracted a bad cold here, which does not mean it has been chilly in Boston at all, but, on the contrary, I think it is due to being a little overheated. It is with unfeigned pleasure I note the decision of the Association to go to New Orleans next year, and I can only say for our little Southern home that I want to extend to each one here, and those who may be absent, a most cordial invitation to be with us during the first or second week of November next year. (Applause.)

PRESIDENT HOVER: Mr. Lucien B. Hall, of Cleveland, re-elected Chairman of the Board of Control, will be introduced by Mr. Kline.

MR. KLINE: Mr. President—As you are aware, the ornamental officers of this Association have all been introduced, and now we are coming to the men who really do the work. We realize that Mr. Hall has done his work so well for the past two years that the Committee on Nominations decided unanimously to impose upon him the penalty of serving another year, and we feel very much gratified at his acceptance. I have great pleasure in introducing Mr. Lucien B. Hall, re-elected to the position of Chairman of the Board of Control.

PRESIDENT HOVER: Ladies and Gentlemen—Allow me to present Mr. Hall, your old Chairman of the Board of Control.

MR. HALL: Mr. President, Ladies and Gentlemen—I do not know how old I am, but I assure you, after considering the fact that Grant was not elected to a third term, nor Cleveland, I feel complimented that you have re-elected me to this office for a third term, not to say anything about the great amount of work connected with the office. As I was taking a stroll the other morning, and saw the ladies going to the train, I felt it was rather arduous to be confined within these walls. I did not feel as the little urchin did who, when asked if he wanted to go to heaven, the place that his Sunday-school teacher was telling him about, answered, "Nit, I don't want to go nowhere where there's ladies." I do not feel that way, I assure you. (Laughter.)

I will tell you why I was elected for a third term—one of the members of the Committee told me, confidentially, that I had done so poorly for the last two years they wanted to give me another chance. (Laughter.) That reminds me of a case we had in our office, where a young man wished to work in the office of our firm, and we asked him to write a letter of application. He wrote a letter that showed a great deal of study, and at the end of the letter he said: "This is my third letter, and the best one of the three." This is my third year, and I am sure that with the assistance of my able associates we will make this year the best of the three. My position is something like the story I might tell—I do not know whether it will go in classic Boston—it might go out West—but I will venture to tell it. A young bootblack was leaning up against the wall of a building, in a rather meditative pose, and he had his hand up to his head and was running his fingers through his hair, and a kind-hearted man stepped up and said, "What are you doing? Picking them out?" "No," the boy answered, "I am taking them just as they come." (Much laughter.) So that is the case with me—the Committee selected the best men for the presidency and vice-presidencies, and the other offices, but took me just as I came.

I expected to give you an eulogy on the ladies, but after the speech of Mr. Peter and the speech of Mr. Lattimer, I do not think I can add anything to what they said. I can only say, as the man said who was under the tombstone, "It's on me," and I will do the best I can. (Applause.)

PRESIDENT HOVER: The second member of the Board

of Control is Mr. Henry W. Evans, of Kansas City, who will be introduced by Mr. Weller.

MR. WELLER: Mr. President, Ladies and Gentlemen—I bring to you to-night a man whom we on the Missouri river think a great deal of. He has been a prominent member of the J. S. C., our drug organization on the river, for many years, and one of our hardest workers. We thoroughly appreciate the work he has done for us there, and I have no doubt he will make an excellent officer in this Association. I take pleasure in presenting Mr. Evans, of Kansas City, as the second member of the Board of Control.

PRESIDENT HOVER: Ladies and Gentlemen, I take pleasure in presenting Mr. Evans, who has been elected a member of the Board of Control for the ensuing year.

MR. EVANS: Mr. President, Ladies and Gentlemen—I am fully appreciative of the honor which you have shown me in placing me upon the Board of Control of this organization. When I first learned of it, I congratulated myself upon the easy berth, thinking that I would have but little to do; but the more I have investigated and looked into it, the more I realize the great importance of the Board of Control to this organization.

Yes, I am fully cognizant that the maintenance of the high standard that this Association has reached depends largely upon the Board of Control, and if there is anything that I can do, while in office upon this Board, I assure you it will be my pleasure to do the best I can to further the interests of the Association. (Applause.)

PRESIDENT HOVER: The third member of the Board of Control, Mr. A. M. Reid, of Atlanta, Ga., is not present this evening. Mr. Charles P. Barton, of Louisville, Ky., the fourth member of the Board of Control, will be introduced by Mr. Main.

MR. MAIN: I am sorry to say, Mr. President, that Mr. Barton is not present.

PRESIDENT HOVER: I will ask Mr. Main to introduce Mr. Charles A. Jerman, of Milwaukee, Wis., who has been elected the fifth member of the Board of Control.

MR. MAIN: Mr. President, Ladies and Gentlemen—I have great pleasure in introducing Mr. Jerman, of Milwaukee, who has been elected to serve as a member of the Board of Control of this organization during the coming year. It affords us much pleasure to have a representative from the city of Milwaukee, as I think we have not had a member from that city on our board of officers for some years.

PRESIDENT HOVER: Ladies and Gentlemen—I am pleased to present Mr. Jerman.

MR. JERMAN: Mr. President and Members of the Association—Not having the gift of language, I shall be compelled to take advantage of what I regard as an infirmity and simply return my hearty and sincere thanks for the honor conferred upon me, and assure the members of my best efforts in behalf of the Association. (Applause.)

PRESIDENT HOVER: We will now be pleased to hear from our Chairman of the Proprietary Committee, Mr. John N. Carey, of Indianapolis, who will be introduced by Mr. Kline.

MR. KLINE: Your Honor, this gentleman has been convicted by the unanimous verdict of this organization of having for one year performed the duties of Chairman of the Proprietary Committee with fidelity and efficiency, and I therefore bring him before you for your verdict, which the Association would like to be, not to take the thing out of your hands, condemnation to another year's service.

PRESIDENT HOVER: Mr. Carey, I will render the verdict, as requested by your opponent's counsel, and you are sentenced to another year of servitude. Ladies and gentlemen, Mr. Carey.

MR. CAREY: Mr. President, Ladies and Gentlemen—I have been standing in the rear of the hall, and watching with a great deal of amusement you people who have had nothing to do but sit here and see victims marched up here to writhe for a few minutes under the sentence that they were to make a speech. (Laughter.) Of course, I thank the members of the N. W. D. A. for having such confidence in me as to put the matters of the Proprietary Committee in my hands as Chairman, but you can see how embarrassing it is for me to be brought up here to follow as Chairman of the Committee such orators as Mr. Kline, Mr. Faxon and Mr. Shoemaker. I am reminded of the story of a New England clergyman who met a gentleman in a parlor car, with whom he got into conversation, and

was very much interested in what he had to say, but the man was very profane, and every other sentence was begun with a fearful oath. The clergyman, when they came to the end of their journey, said that he was delighted to have met this young man, and added: "I would like to ask you, my friend, where you learned to swear so?" "Learn to swear, my dear friend, a man can not learn to swear like I do; it is a gift." (Laughter.)

I am, of course, quite proud of myself at having pleased you so well as to have been elected Chairman of this great Committee for another year, in the city of Boston, and all that sort of thing, which reminds me of another story of a friend of mine, in Indianapolis, who some thirty or forty years ago kept a diary, a fashionable practice at that time, and tells this story on himself. He was in a reminiscent mood and looking over his diary some thirty or forty years later came upon an entry like this: "Friday, April 13, 1868—Last night I attended prayer meeting, First Presbyterian Church. It was a great meeting. I took part." (Applause.)

PRESIDENT HOVER: The last officer to be installed is the Vice-Chairman of the Proprietary Committee, Mr. Frank E. Holliday, of Indianapolis. Mr. Holliday will be introduced by Mr. Main.

MR. MAIN: I have great pleasure in introducing Mr. Frank E. Holliday, Vice-Chairman of the Proprietary Committee. Vice-Presidents and Vice-Chairmen are usually supposed to have but little to do, and have lots of honor thrust upon them. This gentleman has a great deal to do, for he is our ambassador and diplomatic representa-

tive, and as such is received by druggists with open arms from the Atlantic to the Pacific.

PRESIDENT HOVER: Mr. Holliday, ladies and gentlemen.

MR. HOLLIDAY: Mr. President, Ladies and Gentlemen of this Association—I have been listening to these speeches for some little time—perhaps too long a time—hoping that I would find some inspiration for this little talk I am supposed to make; but I can not find it. Being the last speaker, I have an opportunity to make myself popular by making it short; and as I may be the last speaker on the list at the last business session of this Association, I simply want to call attention to what appears to me to have been the most successful meeting of the N. W. D. A., at least so far as my knowledge goes, both from a business and a social standpoint, and I am going to offer three cheers for the Boston meeting. (Three cheers were given.)

PRESIDENT HOVER: Is there any further business?

(President-elect Shoemaker in the Chair.)

VOTE OF THANKS TO W. A. HOVER, RETIRING PRESIDENT

MR. KLINE: Mr. President—It seems to me eminently fitting that we should recognize the fairness and the efficiency of the services performed for the Association during the year, and especially in connection with this meeting, of the retiring President; and I therefore move you,

sir, that a vote of thanks be extended to Mr. W. A. Hover, the retiring President of this Association, for his valued services as President during the past year. (Applause.)

MR. MAIN: Mr. President—I take great pleasure in seconding the motion. It seems to me, when I look at it, that President Hover has given us one of the most efficient administrations we have ever had, and I hope, sir, that this motion will pass by a rising vote.

PRESIDENT SHOEMAKER: It gives me great pleasure to feel that this, my first official act, is one of such eminent fairness and justice, and I am glad to call for a rising vote on this motion. (The motion was unanimously carried by a rising vote.)

EX-PRESIDENT HOVER: Mr. President, Ladies and Gentlemen—Where there is so much to say, I can say nothing. (Applause.)

PRESIDENT SHOEMAKER: As this session is about to close, I wish to say that I have changed my mind about the opportunities which this function offers for diversion. I feel that the Entertainment Committee “builted better than they knew” in providing this session, and that there are possibilities in it which I have never heretofore discovered.

I am sure you will all agree with me that we have had a most delightful time, beginning with the banquet last night and extending throughout this day. For twenty-four hours the rebate plan and the tripartite plan have had no terrors, as they have had no attractions. The only interest we have had in the direct contract plan has been the contract the Entertainment Committee made to take us

away and bring us safely back, which contract they have so satisfactorily filled, and the only attraction which any serial numbering plan has had is that we feel that this is, unfortunately, the last number in our entertainment at this time. (Applause.) Is there any further business?

VOTE OF THANKS TO LADIES' COMMITTEE

MR. B. T. VAN ALLEN: I desire to call the attention of the meeting to a feature of our entertainment which has not been sufficiently emphasized. A great part of our pleasure has come from the Ladies' Entertainment Committee so efficiently presided over by Mrs. West. I move you, sir, that we return a vote of thanks to Mrs. West and her associates for all they have done in entertaining our ladies, which has added so much to the pleasure of the men. (Applause.)

PRESIDENT SHOEMAKER: I am sure that it is also with great pleasure that I shall put this motion. (The motion was unanimously carried by a rising vote.)

MR. CUTLER: The time is very short in which the present Committee of Arrangements and Entertainment can serve you, but a request from one of the young ladies is the same as a command. The mandolin orchestra, which has served us upstairs, is to play for dancing in this hall as soon as the meeting is adjourned.

PRESIDENT SHOEMAKER: I am sure that the young ladies, and probably some of the older ones, will be gratified to hear the orchestra.

The meeting then adjourned.

SEVENTH SESSION

SATURDAY MORNING, SEPTEMBER 12.

President Shoemaker called the meeting to order at 10 o'clock.

On motion, the reading of the minutes of the two previous sessions was dispensed with.

As there was no further business to come before the meeting, on motion, the convention adjourned.

THE BANQUET

THURSDAY EVENING, SEPTEMBER 10.

The banquet of the National Wholesale Druggists' Association and the Proprietary Association of America was served in the large and beautiful ball room of the Hotel Somerset on Thursday evening, September 10. The room was artistically decorated with flags and bunting, and flowers in great profusion added much to the pleasing effect. An orchestra furnished music for the occasion.

The speakers' table was placed at the end of the room, and upward of forty smaller tables, each seating six, were placed irregularly about the room. The total number of gentlemen who participated in the banquet was 277, besides the invited guests.

Mr. Gorham D. Gilman, of Boston, acted as toastmaster

and sat at the center of the speakers' table. Mr. Gilman occupied a similar position at the banquet of the National Wholesale Druggists' Association which was given in Boston at the close of the meeting sixteen years ago, and when he arose to introduce the first speaker of the evening he received a rousing welcome.

The following gentlemen, besides the toastmaster, sat at the speakers' table:

Hon. George A. Marden, United States Assistant-Treasurer at Boston, Lieutenant-Governor Curtis Guild, Jr., Hon. Samuel L. Powers, M. C., Rev. Edward A. Horton, D. D., retiring President W. A. Hover and President-elect C. F. Shoemaker, of the National Wholesale Druggists' Association, retiring President H. B. Harding and President-elect D. S. Chamberlain, of the Proprietary Association of America, M. Cary Peter, Charles F. Cutler, M. N. Kline, H. LaBarre Jayne, William J. Walker, John N. Carey, Lucien B. Hall, Thomas Doliber, Secretary Joseph Leeming, of the Proprietary Association of America, and Secretary J. E. Toms, of the National Wholesale Druggists' Association.

The banquet was a most elaborate one and was thoroughly enjoyed by all who had the rare good fortune to be present. The program was very artistic and decidedly unique, being printed in Old English style, with many grotesque and amusing character sketches. It was a work of real art and was highly prized as a souvenir by those who partook of the banquet. The book was printed in buff and dark green on hand-made paper, with imported French hand-made stock for the cover, and reflected great credit upon the advertising department of the Mellin's Food Company, of Boston, according to whose ideas it

was designed. On this and succeeding pages are shown the front cover design and several of the illustrations used in the book, the pervading idea being the visit of "ye Medicine Menne" to Boston and the festivities at "ye



Samoset Inne." On the left-hand pages were printed reproductions of colonial New England pictures, as follows :

"Ye Old Towne of Plimouth, 1620."

"Faneuil Hall and ye Inn of ye Old Cocked Hat, Boston."

"Ye First Church in Salem, 1634."

"Ye Old Charter Oak, Hartford, Connecticut."

"Ancient Fireplace in ye Old Fillebrown House, Arlington."

The right-hand pages contained the drawings burlesquing the colonial idea, as well as the text of the book. The latter was in keeping with the pictorial features, being wittily written in the ancient style. On the back cover of the book appeared the emblems of the National Wholesale Druggists' Association and the Proprietary Association of America.

The following is a copy of the text of the book:

"YE ANNUAL BANQUET

OF YE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION AND YE PROPRIETARY ASSOCIATION OF AMERICA AT YE SAMOSET INNE, ON YE EVENING OF YE TENTH DAY OF YE MONTH OF SEPTEMBER, A. D. 1903, AT YE EARLIE CANDLELIGHT."

"YE MENNE OF GOOD REPUTE WHO WILL CARE FOR YE RECEPTION AND ENTERTAINMENT OF YE VENDERS OF PHYSICKS AND NOSTRUMS."

(Here appeared a list of the Committee, whose names are given in another part of this report in the sketch of the Entertainment.)



"YE FASHION NOTE.—Ye fpecial Marconi-Martini meffage from ye head fachem to ye Town Topics newfletter forbids ye ufe of ye feathers of ye cock tail from ye ifland of Manhattan. Ye companie will accordynglie prepare ye heads after ye olde Medford fashion."



"AND HERE FOLLOWETH YE NAMES OF YE FRIENDLIE VISITORS TO
YE COUNCIL OF YE MEDICINE MENNE:

ASSISTANT UNITED STATES TREASURER GEORGE A. MARDEN

LIEUTENANT-GOVERNOR CURTIS GUILD, JR.

HON. SAMUEL L. POWERS, M. C.

REV. EDWARD A. HORTON, D. D.

"Ye good vifitors will walk in ye ftraight and narrow Boylfton road and avoid ye divers crooked paths through ye common adjoining ye Samofet Inne, which common is infested with ye unfriendlie falvages, and is not ye place for ye youths and maydens after ye ringing of ye curfew."



The menu was as follows :

“YE GOODE THYNGES TO EATE

HUITRES

POTAGE

Tortue Verte au clair

HORS D' ŒUVRE

Amandes salés Olives Espagnoles Céléri Sherry

POISSON

Aiguillette de Saumon Valois Salade Concombre
Château Yquem, 1891
 J. Calvet & Cie.

RELEVE

Filet de Bœuf piqué Bernadi
 Pommes Gastronome
Château Pontet Canet, 1887
 J. Calvet & Cie.

ENTREE

Escalope de ris de veau Villeroi Petit pois à la Française
Moët & Chandon, Brut Imperial

SORBET

Hub Punch Frappé Cigarettes

ROTI

Vannaux Sur Canapé Salade Romaine et Tomates
 Fromage
 Glaces de Fantaisie Gâteaux Assortis *Apollinaris*
 Café Cigars

“NOTA BENE.—Ye medicine menne may be twice helped to ye porridge, but owing to ye fcarcetrie of ye beans ye townfpeople will practice due economie.

“If any of ye companie, in ye aftermath of ye morning of ye

day following ye evening of ye banquet have ye colick and call ye phyfickian it fhall be at his own charge. Ye apothecary, at ye fign of ye high ball, will fupply ye ginger preparation from ye colonie of Jamaica."

The toasts and speakers were as per the following list :

"A BUMPER TO YE HEALTH OF YE GOODLIE COMPANIE

Gorham D. Gilman, Toastmaster

THE PRESIDENT OF THE UNITED STATES

Hon. George A. Marden, U. S. Assistant Treasurer, Boston

THE COMMONWEALTH OF MASSACHUSETTS

Lieutenant-Governor Curtis Guild, Jr.

THE CONGRESS OF THE UNITED STATES

Hon. Samuel L. Powers

STATESMANSHIP

Rev. Edward A. Horton, D. D.

THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

President Hover

THE PROPRIETARY ASSOCIATION OF AMERICA

President Harding

THE LADIES

Mr. M. Cary Peter



"If any of ye companie fhew unfeemlie mirth, they may be reported to ye tything man, who will order ye unruly perfon to take ye back feate and fette down.

"Be it remembered, that at ye meetynge of ye mufick union ye fiddlers agreed that ye menne of mufick would not work while ye medicine menne flept. On occafion ye tything man will therefore ftrenuously aroufe ye companie from ye innocuous defuetude of fleep, which is his bufinefs.

"Ye vifitors with good lungs and excellent morals may partake of ye tobacco from ye colonie of Virginia, but after ye fetting 'of ye funne, none there bee who may eat of ye ftewed onion, left ye breath be too ftrong for ye foft anfwer, wherewith to turn ye wrath of ye companie.

"Ye companie may clapp ye hands at ye mufick. If ye medicine menne from ye weftern wilderneffes beginne to ufe ye feet ye conftable will remove ye fhoes, to prevent undue noife and comotion.

"After ye banquet ye new-fangled automobile ftage coach will take ye furvivors to ye State Street, where ye fealer of weights and meafures will provide ftocks for ye medicine menne and ye venders of phyficks and noftrums who have in ye laft year given ye fmalleft exchange for ye wampum of ye friendlie falvages."

The quaint and humorous notices printed in the banquet book created much merriment among the diners, who highly appreciated the witty and amusing paragraphs.

After coffee and cigars had been served, the ladies, who had enjoyed a dinner and a musicale in another part of the hotel, came into the banquet hall, having been invited to hear the post-prandial speeches, and as they entered they received an enthusiastic ovation from the diners. The balcony was filled and chairs were also brought into the room, so that most of the gentlemen had the pleasure of

having their ladies with them during the remainder of the evening. When they had all been seated, retiring President Hover called the gathering to order and said :

Ladies, Gentlemen of the National Wholesale Druggists' Association, Gentlemen of the Proprietary Association of America—The time has now arrived when we will undertake the second part of our program. Your splendid Committee of Arrangements have furnished us with two menus, the first to refresh and strengthen the inner man, and the other to refresh and stimulate the intellectual man.

In introducing the toastmaster of the evening I wish to remind you of the fact, and especially those of our members who were in attendance at our meeting in Boston sixteen years ago, that the gentleman selected by the Committee to act as toastmaster this evening served in a similar capacity in the old Odd Fellows' Hall sixteen years ago. (Applause.)

Ladies and gentlemen, I now take great pleasure in introducing to you Mr. Gorham D. Gilman, of Boston, who will act as toastmaster.

TOASTMASTER GILMAN: Ladies and Gentlemen—Your toastmaster is like the lamplighter, whose humble duty is to apply his little spark, and, lo! the illuminating light of wit and wisdom scintillates with a brightness that pleases and instructs.

I may say a word or two, perhaps, in behalf of the arrangements made by the Committee.

It has given your hosts a great pleasure to show you somewhat of the attractions, as we call them, of our little provincial city in this down east part of our country.

You have seen some historic monuments which we proudly cherish; you have caught glimpses of our homes

and schools from which have gone forth, even to the far west of the Golden State, New England influences; old ocean's rough coast has appeared beautiful and adorned with great attractions. All this, with a cordial greeting, we would have you take away as among your pleasantest memories. We have one thing more, of which our modesty has prevented an earlier introduction—some of our men.

Our old Bay State has had quite a number of men who have been heard from in national affairs, and in business relations. It is unnecessary in this presence to name them; still the product is ever an encouraging one, as is readily recognized when the President—the head of the Nation—calls for a Massachusetts man to some of the highest positions of public service, as Secretary of State, Secretary of the Treasury, Supreme Court Judges and Foreign Ministers. We are favored with one such gentleman at our board this evening. Called from his editorial sanctum some years ago to serve his constituency, he found his place as Speaker of the House of Representatives; thence it was an easy step to the Treasurer of the State; then by an application of Scripture, "Well done, thou good and faithful servant," President Roosevelt appointed him United States Assistant Treasurer at Boston.

The first toast of the evening is to

THE PRESIDENT OF THE UNITED STATES:

Without partisanship we recognize honor, without political bias we recognize purity of intention and nobility of character, without selfish ambition we recognize devotion to the public good. The people recognize in Theodore Roosevelt a tie of common brotherhood; they give honor to one who is of, and from, and by the people, THE PRESIDENT.

I have the pleasure and honor of introducing the Hon. George A. Marden, United States Assistant Treasurer at Boston, who will respond to the toast. (Applause.)

"THE PRESIDENT OF THE UNITED STATES."

RESPONSE BY HON. GEORGE A. MARDEN.

MR. MARDEN: Mr. Toastmaster, Members of the N. W. D. A. and the A. P. A. and the W. C. T. U., Ladies and Gentlemen of the P. D. Q. (laughter)—I read of a tramp the other day who was pretty comfortable looking and fairly neatly dressed, but he said he was awfully hungry. The man of whom he asked something so that he could buy food said: "You are just the man I want to see. I am going down to the banquet of several societies with various initials; we are going to have oysters and little neck clams and fish and game, ice cream, and all the good things you can think of, and I want you to come with me and have a square meal." The tramp said: "Is there to be any after-dinner speaking?" "Oh, yes, lots of it; lots of it." "Well, if you will excuse me, I think I will stay away." (Laughter.)

It is customary, I know, for those who have not before them the obligation of saying something at a banquet, to commiserate those who have that obligation, and to speak of them as sitting in misery during the dinner because of the impending pall of an approaching speech which hangs over them. Let me give you a pointer—it is no such thing. The men behind this table who are to be called upon have been just as jolly, just as pleasant and agreeable, and as happy, as can be—it is you who are the victims. (Laughter and applause.) And if you have been happy all this time, prepare now to be miserable. (Laughter.)

When your toastmaster introduced me, he wound up with a passage of scripture which, if he had carried it far enough, would have landed me on an approach to the cemetery; and I might have added myself, at the end of his scriptural quotation: "Lord, let now Thy servant depart in peace." But I am here, not to make an after-dinner speech, not to attempt to instruct, or advise, or even to amuse you; but simply and solely to play for the moment that I am the President of the United States. (Applause.) We have, sometimes, in Boston, events not exactly like this, but somewhat of the same nature, not approaching in completeness, in breadth, in style and in beauty this aggregation, but something of a similar sort, and once in a while we get a good dinner, but often we do not. (Laughter.) But my friend Horton, on the left, asked me "to say a good word for the house." I do not need to. This dinner is not like dinners of which I have heard—for instance, one which was partaken of down in Texas the other day. A drummer of one of the houses connected with the N. W. D. A. alighted in a little Texas town and had to have some dinner. He went to the only hotel in the town and sat on the piazza for over an hour and a half, waiting for the meal to be made ready. A lanky, lean, long-haired, long-bearded Texan came up and sat down beside him and by and by a darky came out and rang the gong for dinner. The drummer started in. As the gong began to sound, a dog which had been lying on the ground in front of the house began to howl. The gong stopped, but the dog did not, and the old Texan shouted out: "What the devil are *you* howling for; you haven't got to eat any of that dinner." (Laughter and applause.) Surely this dinner to-night gives nobody any cause to howl before it is taken, and the only reason for

any demonstration afterward is the little "tale of woe" which always succeeds a full meal on a poor stomach.

Here before me is something new in the way of trade functions. At the last dinner I attended, the ladies were allowed to go into the gallery and sit down and watch the men eat. You have done something in the way of progress beyond that—you have given the ladies their dinner beforehand, and you have graciously allowed them to come in and see you smoke. I like to see woman encouraged (laughter) and by and by you will find her acting with you in your business meetings and sitting at the board with you as equals. Woman is progressing. Chim-mie Fadden used to say, you know, that "you can't never tell what a woman's going to do till it don't do you no good to know." (Applause.) We have gone past Chim-mie Fadden a good ways, and to-day woman has taken her place beside man in all departments of business and professional life, and I welcome her. (Applause.) If I were the President, and the President were I, he would say, as I now say, that nothing pleased me so much as the taking away of the big bouquet which stood on the table in front of me. I liked to have the floral display taken away that I might see the rosebuds in the gallery. (Applause.) It is not only the ladies in this aggregation that are very handsome—I would like to inquire of you *men* how you do it. Do you do it by taking your own, or each other's prescriptions? Are you of the A. P. A. division of the congregation accustomed to taking doses of Munyon or Mellin's Food? Does Doliber grow so handsome on his own preparations? (Applause.) Does Hood attain his rubicund and rotund appearance upon "A Hundred Doses for a Dollar?" One of two things is certain—either you grow stout and handsome and healthy on your

own preparations, or you grow stout and handsome and healthy by letting them alone. You grow rich because other people take them, but whether they grow healthy and handsome or not is another question.

I can not tell, as I look upon you, which of you are "proprietors" and which of you are wholesale druggists, but it don't make much difference which—you are all prosperous. Last year I was sick for two months, and I took thirty-eight different kinds of medicine, by count. You owe a large part of your prosperity to me. (Laughter and applause.) I found out, by actual count, that of the thirty-eight prescriptions which were given me by my physician, twenty-two were "proprietary" remedies. But why not? Our foremothers used to make drugs, concoctions of herbs, camomile tea, catnip tea, and all those things, that were as much "proprietary" articles as anything we have to-day.

I live in Lowell (great laughter and applause), and my chief business (incidentally now and then holding an office) is to run a newspaper or newspapers, "both daily," as Forney used to say. I am bound as a newspaper man to curry favor with the "proprietors" of America. (Laughter.) I want to see you and hear from you, "at so much per," but I want to say, in all good faith and honesty, that when we have arrived at that stage of civilization when a man can take his physic in a tablet no bigger than the ordinary seal that is placed upon a legal document, we have gotten that far that we may congratulate ourselves in having done away with all the nauseating doses we used to take when boys, like sulphur and molasses in March, and all the other purgatives and purifiers—we can congratulate ourselves when we have gotten rid of these and have our medicine so concentrated

that we can swallow it without a grimace, and we can claim to have reached a very high state of civilization. A gentleman in the audience is shaking his head. I do not know whether by way of negation or emphasis, but I do know that to-day in every drug store on every corner you have scores of things which your mothers gave you in another shape, but which are now just as efficacious and far more palatable.

But I was to speak for the President of the United States. (Laughter.) I have no doubt he would agree to everything I say. This is a representation, if there is one on the footstool, of "strenuous life." Nobody more than the proprietor and the wholesale druggist enforces business by his hustle, and he has got to do it, because men don't quite like to "take" things. But you have got to embellish them and paint them, and ornament them, with the advertising which we newspapers are very glad to help you do. Lieutenant-Governor Guild, as a newspaper man, appreciates that.

Now, a single word about the President and I close. I could not paint him. I could not define him, I could not put him before you in language any better than the toastmaster has used in the toast to which I am speaking. There it is—Theodore Roosevelt in a nutshell. The whole country loves him (applause); the world respects him (applause); and to-day when Theodore Roosevelt, representing the United States of America, even whispers to the Powers, they hear it. (Applause.) Not only do they hear it, but they pay attention to it. (Applause). The United States of America is fortunate in having a man so loyal, so comprehensive, so strenuous, so fair, that even the anti-imperialistic mugwump has to respect him. I close, as the toastmaster began, with the sentiment to

the President which he read, and which I would repeat, if I could remember it. (Applause.)

TOASTMASTER GILMAN: Ladies and Gentlemen—The next toast in order is, and should be,

THE COMMONWEALTH OF MASSACHUSETTS:

She needs no praise from us, her sons; her children have gone over all the land; her fame is the nation's possession. She extends her most hearty welcome to the representatives from our Sisterhood of States.

A word regarding the gentleman who is to speak to the toast.

It is said that like attracts like; and, as we have one strenuous man at the head of the country, so we have another, his friend, in our executive department. He, too, has come from his editorial tripod to sit with us from the council chamber to voice the work for the Commonwealth. Accepting not the flattering offers of his friend at Washington, yet when the cry of poor, oppressed Cuba, "Come over and help us," was heard, like the Rough Rider from the West, he not only heard, but quickly answered: "Here am I, send me."

He went and bore a noble part among other of our States's contributors to the army of deliverance, but I may tell you a little incident that occurred in one of our streets in the poorer part of our city a short time since. As our citizen, soldier-citizen, was riding through the North End he saw a young lad suddenly struck helpless to the ground; ordering his coachman to stop, and before the carriage had lost its headway, he was beside the prostrate, bleeding form; raising him from the pavement in

his arms he was taking him to his carriage when a policeman asked if he should call an ambulance. He was told: "My carriage is good enough for an ambulance," and the driver was told to make all possible speed to the hospital. (Applause.)

I have pleasure in introducing Lieutenant-Governor Curtis Guild, Jr., who will respond to this toast. (Applause.)

"THE COMMONWEALTH OF MASSACHUSETTS."

RESPONSE BY LIEUT.-GOV. CURTIS GUILD, JR.

LIEUTENANT-GOVERNOR GUILD: Mr. President, Brother Businessmen of the United States, Ladies and Gentlemen—It is a great pleasure to bring you the personal greetings of one of the best Governors Massachusetts has ever had. It is your misfortune and my pleasure that it is permitted to me in his stead to extend to you the hearty welcome and the heartfelt greetings of the dear old Commonwealth of Massachusetts. (Applause.) She has an interesting history, not merely a military history, not merely a civic history, but a business history. Massachusetts is not advertised with a big codfish over her shoulder, carried by a gentleman in a Sou'wester, but, at least, we have the codfish in the State House, and if our codliver oil is not regarded as having perhaps quite the fineness of the Norway article, there is Father John's Medicine produced in Massachusetts, which perhaps may appeal to you. Then, too, if we can not rival Mexico in the growth of sarsaparilla, there is a sarsaparilla turned out at Lowell, which as a finished product may even be more popular than the raw material of our Southern neighbor. We can not say either that Massachusetts is the headquarters of the camphor refiners, or that the quotations of quicksilver

come from the markets of Boston. We can not claim to dispute with North Carolina or South Carolina or Virginia as being the chief State which produces ginseng, for the innocent credulity of the Chinese apothecaries; but, at least, we may furnish a balm for certain wounds when Galveston suffers from flood, or Charleston from earthquake, and that is a balm which we, in Massachusetts, are only too glad to apply to the wounds of the suffering. (Applause.)

We welcome you, therefore, to this old State, to this old Commonwealth, which, if it does not furnish mandragora, the drug which may lull you to dreams of forgetfulness, or opium, which may conjure for you dreams of the happiest future, is yet the Commonwealth which can steep you in dreams of the glories of the past of American history. We welcome you to the State of Plymouth Rock; we welcome you to the Commonwealth of the Old State House, of the Boston Massacre, of the speech of James Otis against the writs of assistance; we welcome you to the Commonwealth of Bunker Hill, and Lexington and Concord. We welcome you to the Commonwealth of enlightened ideas, where the broad American spirit was first displayed, where New England troops under a Virginia General strove together for the supremacy of the United States of America. (Applause.)

We are proud that the first flag that ever floated over an American navy, over the first vessel chartered by George Washington in the Common Cause, was the white flag with the Pine Tree of Massachusetts. We welcome you to the first of all the States where an American flag, the Stripes, though as yet without the Stars, was first raised by Israel Putnam at the siege of Boston. We welcome you not merely to Massachusetts—we are proud that

she is Massachusetts, but we are prouder yet that she is one of the United States of America. (Applause.)

These national conventions of quiet businessmen, the men who do the work, who frame the policies and push forward in the commerce the business of the Nation, can not but make us forget our foolish little prejudices and make us remember that, after all, we are part of one great country. (Applause.)

I hope that you have learned to disabuse your mind of the common gibe that Massachusetts is a State of ice and of frigidity. We know how to use ice in certain compounds. Perhaps I ought to warn you that if you wish to make any chemical experiments with *spiritus frumenti* or *spiritus vini gallici*, that they must be conducted before 11 o'clock in the evening, and not upon the Lord's day (laughter), unless you perform the experiment in connection with some proprietary article, when all seven days of the week are open to you. But, as I say, it is pleasant for us to get together from the North, the South, the East and the West, and learn to know each other better. We hear tales that Paterson, New Jersey, is a mere hotbed for anarchists and the slander goes abroad, but when men from New Jersey meet the men from Maine, from Washington, from Florida, and from Texas, you learn that the boast of the Mayor of Paterson is true, that even in her worst misfortune Paterson can care for her own, and that not anarchy, but law and order, is triumphant in the State of New Jersey. We hear the stories that have come to us of the wild and undisciplined lawlessness in the Rocky Mountain States, particularly in Colorado, but Colorado comes into our midst and the men from Massachusetts, from Utah, and from Arizona, and from Mississippi, learn that in the present Governor of the State of

Colorado they have a man who can stand for law and order and uphold the same as truly as Governor Durbin of the Commonwealth of Indiana. (Applause.)

I have come before you to-night without any set speech, without any preparation. I have just come from a gathering at Lake George where four separate States joined in a celebration of a victory that was not for one, but for all. I believe that local loyalty is less important than national loyalty. We opened our morning papers to-day and learned that there was a man in the United States, a manufacturer of cigars, who proposes to make a test case on the use of the American flag as an advertisement of his business. That man did not come from one of the Southern States, I am happy to say—I do not know what Northern State bears that disgrace. It is, of course, disgusting that there should be even one such man in the United States. It is not a question whether the law which forbids the use of the Stars and Stripes as a business advertisement is constitutional or not, as this man seeks to prove: it is a disgrace to the United States that any citizen of his country should care to use his country's flag for the purpose of trade or personal aggrandizement. (Applause.) I believe this man is the exception that proves the rule; I know it to be so.

It happened to be my good fortune to represent the North two years ago on Robert E. Lee's birthday in the city of New York at a dinner given by the surviving officers of the Army of Northern Virginia. The most eloquent eulogy delivered at that time, and by a Confederate officer, was to the memory of Abraham Lincoln. (Great applause.) You cheered and applauded and arose when the orchestra played "Dixie" here to-night; you cheered and applauded and arose when the orchestra played

"Yankee Doodle." At that Confederate banquet in New York the orchestra played the "Star Spangled Banner," and the first person in that vast hall who arose was the widow of Jefferson Davis. (Applause.)

TOASTMASTER GILMAN: Ladies and Gentlemen—It would be almost a profanation to break the spell of beautiful eloquence and pathetic interest that has come to your ears. I hope the spell will not be entirely forgotten, and that you will carry with you the little silver cup which the ladies have received as a souvenir of your visit here, and remember that it is a loving cup and represents the love of the Old Commonwealth, and her sons and daughters, which goes out to you to be taken with you to your homes. It has a circle, the emblem of eternity; let it be perfect in love, and may it be a means of fixing this hour in your memory.

Ordinarily, and by our menu, the toast to the ladies is the last of the evening. With the consent of the Chairman I propose to vary it, and instead of having it last, it shall follow the beautiful tribute of his Excellency, the Lieutenant-Governor.

We have with us this evening a gentleman who has graced the banquets of the National Wholesale Druggists' Association in the East and in the West, a knight errant, in deed in truth, who is ready always to do battle for the fair lady, and eager for the right; a gentleman known to most of you, possessing the qualities of his namesake of scripture, and ready at all times to do good service for the cause in which he is engaged. No better representative for this toast could have been selected than the gentleman whom I will soon introduce to you.

It was desired by the Banquet Committee to procure,

if possible, the presence of Mrs. Julia Ward Howe to repeat "The Battle Hymn of the Republic." Some who were at the banquet in Boston sixteen years ago will remember the great enthusiasm that was shown as the Rev. S. F. Smith, D. D., repeated his national hymn, "My Country, 'tis of Thee." It evoked a scene that has never been forgotten by those who were present. It was thought by the Committee that it would have been a fit complement to have had Mrs. Howe present to recite her famous hymn, which would probably arouse a similar demonstration. Her reply to the invitation assured us that other previous engagements would prevent her acceptance, and she sent her regrets and good wishes.

And now what shall I say, ladies? There is the best of authority for saying "The best wine should be served first" and not "The last is the best of all the game." Still there is often a deep sentiment that lingers around pleasant hours in their closing moments. We oftener, perhaps, remember the parting clasp longer than the first welcome pressure, and we trust fond memory will bring the light of these passing days around you.

The ladies, they are the bright flowers of our feast, the light of our homes, the sharers of our lives, be they sunshine or shadow, co-workers in all that elevates and encourages our better selves, if we will equal them in their inimitable virtues, be it in the home or the counting-room. May woman's work and worth be more and more appreciated and recognized, not only as the angel of the household, but as a worthily equal companion, counsellor and complement.

I have much pleasure in introducing Mr. M. Cary Peter, of Louisville, Ky., who will respond to the toast—

THE LADIES :

But for them, we should not be here; by them, unlimited possibilities are open to us; with them, their presence ever an inspiration; without them—we refuse the thought. (Applause.)

"THE LADIES."

RESPONSE BY MR. M. CARY PETER.

MR. PETER: Ladies, Mr. Toastmaster and Gentlemen—Any man would be without a sense of the fitness of things if he did not feel it to be a great honor to stand in this presence and respond to this toast; to present the compliments of this body of distinguished men to such a galaxy of beauty; but I feel, following the eloquent remarks of the Lieutenant-Governor, very much like the Irishman who was tarred and feathered and carried on a rail, and said if it were not for the honor of the thing, he would just as soon walk. (Laughter.) I must dissent from the opinion expressed by him, that the ladies have risen to the dignity of accompanying us and taking an interest in our affairs. I would rather say that they had descended to our level, that they have honored us with their presence and their interest in that which concerns us. (Applause.) Man was made of common dirt, woman was made from man. From the day that Adam was lonesome, without knowing it, incomplete and inadequate to the task assigned him, when the Creator caused him to sleep and furnished him with that divinity, he, and at least we of the South, have worshiped her until man has become fit for her to accompany him, even if he goes to a place where there is plenty to eat and drink. The ladies have honored us in attending this festive board, and I feel that we have honored ourselves in enabling it to be so.

We call our State a grand old Commonwealth, but only when the funds given us by the general government as the result of the war came home to us were we able to pay our debts. Our wealth is in our lovely women and our greatest prosperity in their favor. We, in the South, have always appreciated the substantial assistance which this great Commonwealth of Massachusetts has been able to send to the sufferers in our end of the country. We have done our own share, but our wealth is not to be compared to yours.

With us, when a boy begins to feel for a mustache, and repeats the phrase "When the moonlight beams, it brings to me sweet dreams," we feel he is safe. When he worships at the shrine of this divinity no harm can ever befall him.

Woman's influence is the salvation of this country. Her influence enabled your great statesman to say to the hotheaded, but generous and warmhearted Hayne, of South Carolina, "This is the cradle of liberty"; and that was no idle eulogy. This is our country. No man south of the line will ever defile our banner for money or any other consideration. How far the influence of woman goes toward prosperity, wealth and good morals in this country is shown by the old poem that everybody who speaks English knows, and with which I shall close:

"Now I lay me down to sleep,
I pray the Lord my soul to keep;
If I should die before I wake,
I pray the Lord my soul to take."

(Applause.)

TOASTMASTER GILMAN: Ladies and Gentlemen—Old Massachusetts has a most warm, welcoming way, and ap-

preciates a good thing when it comes within her borders; she lends alike her opportunities to the native son, and makes a favorite son of any who may not have a birth-mark of Plymouth Rock or Bunker Hill Monument; she is generous as well as gracious, and contributes from the long line of willing sons some to go to Congress. Our honored senior Senator, so well known all over the land, sends regrets that he could not be with us, but we have one of our younger representatives who may some day be a senior, to whom is committed the task of influencing this large body of representatives of the great commercial class of the country. The next toast is

THE CONGRESS OF THE UNITED STATES:

Honored servants of the people, we look confidently to them for wise, intelligent and judicious legislation for the greatest good of the greatest number. "Legislation which does injustice to any class is certain to work harm to the nation."—*President Theodore Roosevelt.*

The response will be by the Hon. Samuel L. Powers, M. C., of Boston.

"THE CONGRESS OF THE UNITED STATES."

RESPONSE BY HON. SAMUEL L. POWERS.

MR. POWERS: Mr. Toastmaster, Gentlemen of the Allied Associations, and their Allied Guests—As I look into the faces of this splendid audience, I am reminded of a story that is told of a lady who was verging well into old-maidhood. She was out one day taking a walk with her niece, and the niece turned to her and said: "Aunt Jane, did you ever think about getting married?" "Did

I ever think of it? I have simply worried about it"; and so when I think of what I shall say to this audience, after the eloquent speeches which you have all listened to, I do not think—I simply worry.

It is a very easy thing to respond to such a toast as my brother Marden responded to—"The President of the United States." The President is always the ideal of the American people; everybody is for him, except during election time, when he is running for re-election. When you come to the second toast, which was responded to with so much eloquence by my friend, the Lieutenant-Governor, "The Commonwealth of Massachusetts," why, that is easy. The magnificent Old Commonwealth, with its splendid history, known almost by heart by every school child, that is easy; and when you come to that other toast, responded to by our friend from that land of orators, the splendid old Commonwealth of Kentucky (applause), that toast of "The Ladies," why, my friends, that is dead easy—everybody can talk upon that subject; but when you get down, as the toasts have worked their way down, to "The Congress of the United States," you have left all sentiment behind and you have got right down to the plain everyday simple necessities of the people, and it is not so easy to respond to the subject which has been assigned to me.

I remember, more than twenty years ago, visiting the city of Washington for the first time when Congress was in session. I had a mind to go up to the Capitol to see the great men that to my mind governed this nation, and I had the boldness to believe that it was entirely proper for me to go up to the Capitol and call out the representative of my district and ask him to give me a ticket of admission to the gallery. I usually stopped at the Riggs

House, and before going to the Capitol I went into the boot room and found in charge of it a venerable old darkey, an amiable gentleman, with whom no letter of introduction was necessary to get into a conversation. I said to him: "You are a pretty old man." "Well, boss, I was putty old man. How old do you think I was?" "I don't know." "I dunno, but some people think a hundred and ten years, others one hundred years, and some as low as ninety-five years. I have been in this place, boss, for more than twenty years, and I suppose I have learned more about the world than any other man." "How do you learn about the world?" "I see the great men in Washington. I see the Ambassadors—they come in here to have their boots looked after. I talk with them and find out about the countries they come from. The cabinet officers come in and I find out what is going to be done in Washington. Then the Senators come in and I talk to them about legislation, one thing and the other, and I come pretty near to learning all about the world without being put to the expense and the risk of travel." I noticed that he had not said anything about the Representatives in Congress, and having in mind some of the great men that had represented the districts of Massachusetts, I was curious to know if he had met them, and what his opinion was about them, especially about the Representative of my district. I said: "Uncle, I suppose you meet the Representatives in Congress also?" He dropped his brushes and straightened himself up. "Representatives in Congress? Why, boss, I don't take any more notice of those fellows than I would of the poorest trash in Washington." (Laughter and applause.)

Now, the trouble with the venerable gentleman was he had been in touch with the patrician element in Washing-

ton and had lost sight of the plebeian element of the American people.

The Congress of the United States is the popular body representing the American people, and I think it fair for me to say to you to-night that there never has been a time when the Congress of the United States more fairly represented the intelligence, good sense and good judgment of the American people than at the present time. I am aware that every man in Congress is not a perfect man. I am perfectly aware that criticism of the actions of Congressmen is made, and that when election time comes around, as it does every two years, they are often called upon to explain misconduct, or to defend a course which they considered to be their duty, as the case may be. Usually we do it to our own satisfaction, and sometimes we do it to the satisfaction of our constituents. I remember a few years ago being out at a rally in my district one evening, and there was a gentleman present who was going to make a speech, who was a candidate for the general court in this State, the Legislature, and he commenced his speech like this: "Ladies and gentlemen, I am a candidate for the Legislature from this district. Now, I don't claim to be a great man, I don't claim to be a particularly good man; I certainly don't claim to be a perfect man; in fact I never saw a perfect man, and I have heard of only one, and I have heard of him a great many times—he was my wife's first husband." (Applause.) Now, we do not boast that the members of Congress have all the excellencies of that lady's first husband. The most we claim is that we are the representatives of the American people, with the characteristics of the American people; we admit that we are not always right, but we always try to be right. You may have heard the story—I think

it is told in Kentucky where my friend comes from—of the Congressman who was financially embarrassed when he died. His trust accounts were badly mixed, but when his funeral was held, one of the Kentucky orators delivered the eulogy and said in the course of that eulogy: “It is true that our departed friend’s books did not always balance, but, nevertheless, his heart beat warmly for his dearly beloved country;” and so it is with us, when we come back for an accounting of our stewardship in Congress, possibly to the minds of our constituents our books do not quite balance; but I think we can always make the claim that our hearts beat warmly for our country. (Applause.)

You remember the old Irish lady, the old nurse, who was talking about when she would get her pension from the government. She kept telling this to her little charge. The child turned to her one day and said: “Bridget, what is a government?” “Why, don’t you know what a government is? A government is when a lot of Congressmen get together and vote for what they think is for their own good, and they believe that what is for their own good is for the good of the people.” (Applause.)

The Congress of the United States, to my mind, is improving; I believe the American people are improving; I believe this generation of American people is a little better than the past generations of American people. I believe the Representatives we send to Congress are each term a little better than those of the preceding term. If you will take the American Congress as it was prior to the war, you will find that it was a very different body from what it is to-day. At that time there was conviviality in Congress which does not exist to-day. You will find to-day a hard-working class of men, a very temperate

class of men. I do not say they do not sometimes imbibe some of the proprietary articles put up by your Association (laughter); but notwithstanding that, they are a very sober, serious-minded, temperate class of men. Perhaps I can no better illustrate the temperance characteristics in Washington than to tell a story which is told here, and which is no reflection on the gentlemen concerned in it. They tell the story that when our new Secretary of the Treasury came to Washington he was a somewhat unknown quantity in that city. One day there had been a meeting at his office in which Senator Blackburn, of Kentucky, and Senator Fairbanks, of Indiana, were present. When they got through, Senator Blackburn turned to the Secretary and said, "Now that we are through with our business, I want to make a suggestion, and that is that we go over to the Riggs House and take a drink." The Secretary said, "That pleases me first rate," and Senator Blackburn smiled. The Secretary reached for his hat and they crossed over the street and lined up against the Riggs House bar. Senator Blackburn turned to Secretary Shaw, saying, "What will you have?" "I will take a glass of lemonade." Senator Blackburn said: "All right. Barkeeper, mix the Secretary a glass of lemonade. Senator Fairbanks, what will you have?" "Give me, if you please, a glass of Moxie." The bartender, who had apparently a personal acquaintance with the Senator from Kentucky prior to that time, said, "Senator Blackburn, what will you have?" "Give me a piece of squash pie." (Laughter and applause.) I tell you that little incident to illustrate the everyday life of the Washington Congressman.

Now, I want to say to you gentlemen who belong to the business world, a serious word with reference to the

Congress of the United States. As I said a moment ago, the Congress of the United States represents the American people. We are a nation governed by popular opinion—American popular opinion governs this nation. We have not to-day a law upon the statute books, a Constitution of a State, or a Federal statute, or even a Federal Constitution, that is not representative of the people's will and that can not be changed through the vote of the American people either directly or indirectly. By that I mean the people of Massachusetts have it in their power to change their Constitution and the people of the United States have it in their power to change the Federal Constitution, and the American people may turn this government by their ballots alone over to a monarchy on one side, or to socialism on the other; and yet in spite of all that, we have lived for more than a century under one constitutional form of government. We are to-day the oldest nation in the world living under one form of government, with the exception of Great Britain and Russia. Why is it? It is because of the intelligence of the American people. Congress represents what may be said to be the best intelligence of the American people. We who have the honor to represent our constituents in the lower house of Congress have to be elected every two years. We are supposed to reflect the sentiments of our constituencies. When it comes to a matter of legislation, whatever the sentiment of the majority of the people of the United States demands, Congress will enact. I am aware that you, in this Association, think there is a strong sentiment for certain Federal legislation. I say to you, gentlemen, that whenever that sentiment for Federal legislation satisfies Congress that it is the sentiment of the majority of the people of the United States, that legislation will be

enacted. I do not believe it is the sentiment of a majority of the people of the United States that the duty on alcohol should be raised—I think you will agree with me on that subject. I think, to use an expression of modern parlance, you will all “stand pat” on that question. The question of the tariff is not so easy to deal with. We, in Massachusetts, think we are not treated right in the tariff. There are various raw materials we would like to have free of duty, and what is true of Massachusetts is true of all the States in the Union. All legislation must necessarily be compromise legislation; and we try to study the sentiment of the American people and to do what we believe is for the best interests of all.

I noticed after the last Congress adjourned that some of the newspapers took occasion to say that it was a “Billion Dollar Congress,” that we had made appropriations amounting to a billion dollars of the money of the American people for the benefit of the United States as a Federal Government. Why did we do it? We did it because we believed you demanded it. Let me briefly call your attention to some of those appropriations. We appropriated \$70,000,000 to improve the navigable rivers and harbors of the country. Why did we do it? We did it because you business men demanded there should be better facilities for transportation in this country, and we gave it to you. Who voted for it? All those States like Iowa and other States where not one dollar of that money was to be expended—they voted for it just as cheerfully as did the Representatives from Massachusetts, in which State but \$5,000,000 was to be expended. Why did they do it? They did it simply because the people of this country are coming to recognize that we are not a mere collection of communities and States, but that we are a

great nation, bound together by the independent interests of this collection of States, and they recognize that while they are citizens of the State for local purposes, they are citizens of the United States for that greater purpose, which is national existence and national prosperity. Out of the appropriation was set apart money to build the Isthmian Canal. Why? Because you, representing the business interests of the country, wanted better transportation facilities across the Isthmus. Some said that the building of the Isthmian Canal would affect the States on the Pacific Slope, but the Representatives of those States said that whatever is for the benefit of the United States as a whole is for the benefit of California and Oregon and Washington, and we will vote for the appropriation.

We voted a large proportion of the money for the building up of the United States Navy. Was that called for by public sentiment or not? We think the American people demand the building up of a navy that shall make the United States as strong upon the seas as she is upon the land to-day. (Great applause.) The people demand that the navy shall be strong enough to protect the Stars and Stripes, as the symbol of the United States, wherever it may float; that the rights of the American citizen shall be protected whether he be in China or in Turkey, and that when our cruisers and battleships plow the waters of the Mediterranean, that they shall carry with them the greatness, the strength and the future destiny of these great American States which we call Our Nation. Why should it not be so? Why should not this country make its impress not only on this Western Hemisphere, but upon the destiny of the world? (Applause.)

I want to say in closing that the Congress of the United States will never be unmindful of the interests of the

American people. I want to say to you gentlemen, who compose these splendid associations, that it becomes your duty to co-operate with your Representatives, to make known the sentiment of trade and commerce in this country, and that if you will do your duty by Congress, Congress will do its duty by you. You must co-operate. It becomes your duty as citizens to undertake to shape Federal legislation. You have the right to do it, and it is your duty to do it. I have no question that in the hands of organizations like this the country will continue to prosper, that each State will come a little closer to the national existence of the Union, and that the sentiments we have heard so beautifully expressed here by the speakers who have addressed you will demonstrate from time to time the patriotism of the American people. Sectionalism has faded away. To-day there is no North, no South, no East, no West, but forty-five States, stars in a splendid constellation, each one shedding its light, which reflects upon the light of the other, and adds to it, and makes that constellation which, as has been pointed out, is the greatest nation on the face of the globe. I thank you. (Applause.)

TOASTMASTER GILMAN: Ladies and Gentlemen—We have kept a little of the good wine until the last, and you will not be disappointed in the gentleman who will open it up to you.

Not the least of our jewels of the mind that we highly prize and appreciate among our people are those procured by that honored class of our community who are called to teach us the better things and show us the better way. If we do not always follow their teaching and their preaching it is no fault of the faithful workers in the path of civil and

religious liberty, built upon the solid foundation of the Bible and common school.

We are very happy to introduce a reverend gentleman who, by his own life and character, is one of the best concrete examples of the subject of which he is to speak—

STATESMANSHIP:

Statesmanship of high ideals and greatest possible attainment.

Patriotism, recognizing only one Union, one Flag, one Country, one Destiny.

And this be our motto, "In God is our trust."

This sentiment will be responded to by the Rev. Edward A. Horton, D. D., of Boston. (Applause.)

"STATESMANSHIP."

RESPONSE BY REV. EDWARD A. HORTON, D. D.

REV. DR. HORTON: Mr. Toastmaster, Mr. President, Ladies and Gentlemen—You will notice that the toastmaster was discreet and careful enough to say that there was a little of the good wine left, but the bottle is pretty nearly empty in my case.

TOASTMASTER GILMAN: It never ran dry yet.

DR. HORTON: No one could go very dry to-night, judging by the fullness of the supplies. I imagine you are in the sort of mind which might be illustrated by this story which I have been requested to give by my esteemed and beloved young friend, the sub-treasurer. There were two ministers who exchanged, in England, and one of them had this experience. He got through the service all

right, got into his sermon, as he thought all right, but came to an untimely end. He had preached about fifteen minutes and then suddenly ended his sermon and dismissed his congregation in great confusion. He went into the robing room, and the senior warden who was helping him exchange his garments found the minister in great grief, saying: "I never had such a thing happen before." The warden asked him what was the trouble. "Why, I did not have a complete sermon. I thought it was all there, but when I got half way through I found the end of the sermon was missing. I can not solve this thing except that I think a favorite dog which we allow to roam through the house is responsible for it. It looks as if he devoured the last of the sermon. There was no peroration, no fitting close to the sermon, and it must have been very disgraceful." Instead of sympathizing with the minister, the senior warden, who had a twinkle in his eye, said: "Don't you think you could lend your dog to our minister?" (Laughter.) I do not know whether there are any dogs around to-night which might be instrumental in bringing about brevity in the remarks to be made, but I dare say you would be very glad to have such a dog here. (Laughter.)

There is another story I must tell, which also comes through a suggestion of my friend here, who responded to the toast of "The President of the United States," and did not get to the White House until the very end. It relates to the druggists' business, perhaps indirectly. Our friend Marden was off this summer with a companion on a vacation. His companion came from the smoking compartment in a Pullman car as they were about entering the Maine woods and found my friend Marden very solemn. He said: "Marden, what is the trouble with you?" Mar-

den answered: "Well, one of the worst things in the world has happened to me; I have lost the better part of my baggage." "That is too bad; was it lost or stolen?" "No, the cork came out." (Laughter and applause.)

My friend, the Lieutenant-Governor, has asked me to tell this story. He has indicated to you what a joyous, large-hearted assembly this is. There can be nothing mean or miserly among you. Assemblages of this kind assist in the cultivation of character and aid in the broadening of the individual. Everything seems on such a spacious and gorgeous scale; but there are types in New England which you need to look after with your proprietary medicines and see if you can not reach their trouble. There was such a man in the person of Deacon Jones, a great man in the church, but he was a close man; he did not understand the uses or realize the benefits of whole-souled communication with his fellows. He did not have much sympathy with mankind in general, and the young fellows called him mean. He was taken sick and came near his end. The church had a bulletin board, and on Sunday morning the following appeared on the bulletin board: "10 A. M. Deacon Jones quite ill. 11 A. M. Deacon Jones much worse. 12 M. Deacon Jones gone to heaven." About 2 o'clock in the afternoon one of the village wags who did not like the deacon came along and put the following on the bulletin: "2 P. M. Great excitement in heaven. Deacon Jones has not arrived!" (Laughter and applause.)

It is the function, the mission, of the clergy to-day to make over deacons of that sort; it is rather a hard job, I assure you, but we have the support of the sensible and generous laity.

Congressman Powers has depicted in glowing colors

the high place which Congress occupies in its relation to the American people, and he told us one or two interesting stories about Congressmen. I wonder if he ever heard the story of Senator Ransom and Senator Vance. Senator Vance was down South and saw a horse brought out with a very fine blanket on him and a good many trappings, with the name "Ransom" on the blanket. The attendant was looking after the steed with great care. Senator Vance said: "You have Ransom's name on that blanket; that must be a very fine steed; can he trot?" "Oh, no, he can't trot; don't go very fast." "Then he must run?" "Oh, no, not much on the run; most any cow can beat him." "Well, then, what do you have this elegant blanket on him for and why all this style and great care?" "Well, as I told you, it's sure he can't trot much or run, but he's a powerful fine prancer." There are a good many in Congress that are powerful prancers. My dear Powers, you are not of that sort; you get somewhere. But there are many who keep jumping about, but do not get anywhere.

Now, I would like to get somewhere, as it is about half past eleven. I should like to get home, but I must not forget that I have a toast to respond to. I did not know that I had this toast until I sat at this board. The word "Statesmanship" loomed up before me. It is the first time, but I am perfectly willing to say, Mr. Toastmaster, whether I was notified in advance what the toast should be or not—and I was not notified—that the United States of America is illustrating to the world to-day some of the best statesmanship the country has ever known. How is it being done; by what ingredients? I sat in London, to give you an answer, a few years ago, when the present king (then the prince), the Duke of Connaught, Lord Wol-

sey and others were seated at the dinner table. Among the speakers was our ambassador, Bayard, representing the government in 1896, at that dinner, when the Ancients were there, and Bayard, our ambassador, plainly said in the presence of those individuals—and that is why I mention them—“Gentlemen, it is well, I think, to say here tonight that the diplomacy of the Twentieth Century will depend on frankness, honesty and fairness, and the United States is going to carry on that kind of diplomacy, and we for one will try very hard to refute Talleyrand’s definition of language, that language is used to disguise thought. It will be our aim to come face to face in considering these problems, and treat them openly and fairly, and in such a case there will be no trouble, certainly not between two nations like the United States and Great Britain, in coming to an understanding regarding any controversy which may be brought up.” I give you the substance of what Mr. Bayard said. At this moment there comes to my mind another name, which I would raise high in the list of great minds of this country, as it is already high in your estimation—that man who began his career in literature and wrote poetry, that man who served his apprenticeship with Abraham Lincoln as his secretary; that man Hay!—that is a name to conjure with in the affairs of the country! (Great applause.) That leader Hay has said the same thing that Bayard said in London, in some of his utterances—let us get at these matters with common sense and the Golden Rule as the basis of our action. (Applause.)

Our good friend, the Lieutenant-Governor, threw the anti-imperialistic bomb into our presence. Some of my friends here in Boston are cranks of cranks, dearly beloved whom I embrace in my vocation, but I abhor their senti-

ments. One of these men told me that it is narrow to be patriotic. I would like to ask when they last consulted the dictionary of common sense and good government. When the American man or woman is true to the principles of his own government here he is true to the whole world. The flag of our country is not narrow in significance; it is the breadth of breadth; it is the inclusion of inclusiveness, the heights of heights, the depths of depths, always making for the good of humanity and the progress of mankind. (Applause.)

This is what I should say, Mr. Toastmaster, to this toast of Statesmanship. It has got to be lucid, clear, participated in by you, sir, as well as by Congressmen and officials. We are a co-operative government. We are making good citizens, and the business world of America has in its hands the determination of these great academic questions, these scholastic discussions, that come up so often in the arena of the magazine or the political conclave. The business world such as you represent, with its conservative action, and yet with its personal initiative, with its infinite hopes for all that is best and high—the mercantile power of America is after all the ruler of the statesman, for it makes public opinion, it creates public spirit, and I trust it and I love it. I hail it with all its common sense—a regular Abraham Lincoln and Benjamin Franklin combined of sturdy sense, good judgment and high ideals. That seems to me the essence of statesmanship for America.

It is not Fourth of July rhetoric that dictates the heartfelt sentiments which I always have for that emblem (the American flag) of what was called the great experiment. That experiment, ladies and gentlemen, has been tested in bloody wars, in council chambers many, in the highways

of traffic and beneath the white wings of commerce o'er all the globe; that experiment of a Democracy has at last been made sure in the furnace of a practical test. Oh, flag that floated over our fathers, float freely over their children; noble men have died for it, wise men planned for it; it stands for humanity, for constitutional liberty, for universal education, for a place where God's people oppressed can come and be assimilated to the grand purposes of the Republic. The white doth typify that which is pure, noble; the red, the blood of the martyrs; the blue, justice—imperial and lasting. Float on, then, oh, flag, over those that live to-day and over a nation that shall have not simply its own continent to rule, but that shall influence the world and mold the old into a grander new, until mankind becomes more and more crowned with the true blessings of liberty and freedom. (Great applause.)

TOASTMASTER GILMAN: Ladies and Gentlemen—Many of you will remember that the meeting of this Association in 1895 was held in Denver, Colo., during the great excitement of the silver question, but those who were privileged to attend that meeting were fully convinced that whatever may have been their opinion on silver, the hospitality extended to them was golden.

I take great pleasure in introducing the Chairman of the local Committee of Arrangements at that time, your ex-President, Mr. W. A. Hover, who has so ably presided over your deliberations in this city. (Applause.) He will respond to the toast—

“THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.”

RESPONSE BY EX-PRESIDENT W. A. HOVER.

MR. HOVER: Ladies, Mr. Toastmaster, and Gentlemen—I think I intimated to you in my introductory remarks upon presenting the toastmaster that we were to have two menus. I feel, after listening to the splendid addresses we have had this evening, that I occupy the place of the soup on the latter menu, quickly served, quickly disposed of, and rather thin. (Applause.)

The Committee in assigning to me the toast to which I am to respond this evening certainly exercised a great deal of ingenuity and originality in their selection of the subject, for this toast has been responded to at least once every year for the last twenty-eight years which this Association has been in existence. And I must confess that I am somewhat disconcerted in thus being obliged to follow the rut so deeply worn by my predecessors.

To recite to you the origin of this Association leading back to the formation of the Western Wholesale Druggists' Association, at Indianapolis, March, 1876, and the subsequent change in name, which occurred November 8, 1882, at Cleveland, Ohio, to the National Wholesale Druggists' Association, to make mention of the early officers and pioneers in the drug business, James Richardson, of St. Louis; Arthur Peter, of Louisville; Thomas Lord, of Chicago, and others of like influence and character who formerly presided over the destinies of this body, would be simply a repetition of ancient history.

While the preamble of our Association recites that we are organized to promote fraternal and social relations and to guard against feelings of distrust and jealousy, the

primary object of this Association, owing to the conditions which characterized the trade in 1876, was essentially an effort to better our material affairs, and to what extent we have succeeded in this direction would be a history of what has been known for many years as the rebate plan and the perpetuation of this plan governing the sale of proprietary articles which then, as now, constitute the major part of our sales. Suffice to say in this connection, however, that this Association has never been guilty of nor a party to any method that has not been entirely honorable and fair and just to manufacturer, retailer and wholesaler. And no demand or request has ever been made by this Association that did not bear the stamp of equity and justice. (Applause.)

There are other things, however, than success in business as measured by the accumulation of dollars and cents. Man is by nature and instinct a social animal and requires from time to time diversion from the daily routine of his business life. It is with the pride of success that we can point to the National Wholesale Druggists' Association as accomplishing for its members in a great measure this end.

Through the medium of our yearly gatherings we are constantly adding to the sum and substance of our general knowledge. Knowledge of men, knowledge of country and knowledge of our institutions. The fact that our meetings are held from time to time at points widely distant has taken us during the past twenty-eight years to nearly every commercial metropolis of any importance in this country, from the Atlantic to the Pacific. We have thus become acquainted to an intimate degree with all sections of this great republic, and who can gainsay that we are not better business men and better citizens by

reason of this knowledge and experience. Not only are we gainers in knowledge of our cities, of our institutions and of the geographical features of our country, but we are the gainers of that knowledge which is far superior, knowledge of the character, worth and integrity of our fellow business men and competitors. Twelve months of the daily grind of our office, twelve months of complaints and charges of bad faith on the part of our competitors, will demoralize and make pessimists of the best of us.

These annual meetings are but a day of house cleaning, a brushing away of the cobwebs of discontent and distrust, and we return to our homes and to our business with renewed courage and with the atmosphere cleared, and the clouds of doubt dissipated. The work of the iron molder may be ever so skilful and the resulting mold may be ever so perfect, the metal may be ever so fine and pure, but the resulting casting has its imperfections and rough edges. Therefore, from the mold goes the casting into the tumbling box to be turned over and rubbed and tumbled, until all roughness is worn to a smooth and polished surface. What the tumbling box does for the casting this Association does for its members, and we return to our homes with a feeling of charity for all and ill will toward none. (Applause.)

TOASTMASTER GILMAN: Ladies and Gentlemen—We are next to hear from the retiring President of the Proprietary Association of America, a man so well known to you all as to need no special introduction from me; one whose kindness of heart and spirit of co-operation with our own Association is not meted out in homeopathic doses, but with good and generous allopathic treatment. You are now to have the pleasure of hearing from ex-President

H. B. Harding (applause), who will respond to the toast—

“THE PROPRIETARY ASSOCIATION OF AMERICA.”

RESPONSE BY EX-PRESIDENT H. B. HARDING.

MR. HARDING: Mr. Toastmaster, Ladies and Gentlemen—When I look upon this gathering I have a feeling of pride that the reunion of the two associations occurred during my administration and I feel after the beautiful time we have had in this gracious city of Boston, the joint meetings will be continued year after year. (Applause.)

This most satisfactory meeting is a fitting celebration of the twenty-first birthday of the Proprietary Association. Having reached our majority we are able to stand alone, nevertheless we enjoy meeting at the same time as the N. W. D. A.

I take this opportunity of thanking the Committee of Arrangements for providing suitable rooms and times for our meetings. Though now I am down to speak for the Proprietary Association, I am quite sure that on this evening of pleasure you do not want to hear of medicines, pills and plasters, or of contracts, plans, rebates and discounts. I will, therefore, taboo business and resort to fiction.

Walking through your streets I noticed some men working in a ditch. Having heard of Boston's great pride in literary superiority, I wondered if these fellows were any better informed than the laborers in our own New York suburbs, so I called down and asked Pat what he had read, and he said he had read the Globe. I said: “No, I do not mean that, I mean what have you read—

anything standard?" and he answered: "Can't you see I have red whiskers?" (Laughter.)

Hearing so much about the class distinction in Boston reminds me of an old coaching incident of the far West. I went to the booking office and found that a first-class ticket cost \$10; second-class, \$5; third-class, \$1. Wanting to secure the best, I paid \$10 and took a seat in the stage coach. Shortly after a man came along and asked for a second-class ticket, paid his \$5 and took a seat alongside of me. Finally another traveler came along and bought a \$1 ticket, and he was directed to the same seat. The coach started off and I felt that I had been imposed upon. The driver was a big burly fellow, but nevertheless I felt that I must remonstrate with him, but all he said was "Wait and see." We came to a steep hill. The coach was stopped. The driver stood up in his seat and said: "First-class passengers keep their seats; second-class passengers, get out and walk; third-class passengers, get out and push." (Laughter.)

One more story and I am done. This is more or less apropos of the reunion of these two associations. I will leave it to you to decide which association it is.

There was a minister who had two favorite prayers; one was that the debt might be paid off his church; the other, that he might be blessed with a son.

There came to pass one week that an old parishioner died and left sufficient money to pay the church debt and the same week his wife presented him with a bouncing boy. Of course the congregation knew of these occurrences and wondered which he would offer thanks for first. The excitement ran high, and there being some betting blood in the congregation, several bets were made, in consequence of which the following Sunday the church

was crowded. During his prayer the minister said: "We thank Thee, good Lord, for the succor Thou hast sent us." (Laughter and applause.)

(The company then sang "Auld Lang Syne.")

TOASTMASTER GILMAN: Ladies and Gentlemen—The lamplighter's work is almost done. The lights will soon be turned down, but we pray of you to carry with you pleasant memories of this hour. (Applause.)

The thanks of the Committee are due especially to the speakers of the evening, the Hon. Mr. Marden, Lieutenant-Governor Guild, who one of these days will be the Governor of Massachusetts, Congressman Powers, and for the patriotic address of our venerated friend and beloved Dr. Horton. And now there remains but a word for your toastmaster to say: "Good night and best wishes."

The company then dispersed, the hour being about midnight, and it was the universal sentiment that the banquet was one of the most successful ever given to the two associations.

THE ENTERTAINMENT

The arrangements made by the Committee for the entertainment of the two Associations were elaborate and complete. During the entire week spent by the visitors in Boston, they were kept delightfully and almost continuously busy enjoying the various events arranged for their pleasure. From all quarters came enthusiastic praise of the Committee for the excellence of their plans and the perfection with which they were executed. The visitors were delighted with the profuse attentions that were showered upon them, and many were the expressions of

appreciation of the splendid entertainment provided by our Boston friends.

The members and ladies began to arrive on Sunday, September 6th, and Monday brought a large addition to the number, while others arrived still later, making the attendance at the meeting one of the largest for years. The visitors were cordially welcomed upon their arrival at the Hotel Somerset by members of the local Committee, many of whom made arrangements to spend the week at the hotel, for the purpose of entertaining the guests.

Monday morning the visitors were taken in carriages to Cambridge, and upon arriving at Harvard University, the party was divided into small groups and escorted around the grounds and through the many historic buildings by special student guides, who made interesting explanations as they passed along.

From 4 to 6 P. M. Monday the Ladies' Committee gave an "afternoon tea" to the visitors. The spacious parlors of the Somerset were beautifully decorated with flowers, and the ladies of the Committee served various choice refreshments while an orchestra discoursed sweet music. The affair was a charming function and afforded an excellent opportunity for renewing old acquaintances and forming new ones. It was remarked by several who have attended the conventions for many years that at this meeting there was a larger number of lady visitors than at any previous gathering.

On Tuesday the ladies were given a trolley ride in and about Boston and suburbs. The trip occupied about two hours and afforded them an excellent opportunity to see Boston.

Tuesday evening was devoted to the Presidents' reception, which was held in the large ballroom of the Hotel

Somerset. The room was handsomely decorated with ferns and flowers, and an orchestra provided music at intervals. The reception was largely attended and was a brilliant success. President and Mrs. Hover, of the National Wholesale Druggists' Association, and President and Mrs. Harding, of the Proprietary Association of America, were assisted in receiving by ex-President M. N. Kline and Mrs. Kline, ex-President C. F. Weller and Mrs. Weller, ex-President Wm. J. Walker and Mrs. Walker, ex-President Thomas F. Main, ex-President Thomas Doliber and Mrs. Doliber, and ex-President V. Mott Pierce and Mrs. Pierce. After the formal reception, the floor was cleared for dancing, which was indulged in until a late hour. A collation was served in an adjoining room during the evening.

On Wednesday the ladies were given an all-day excursion to the North Shore. They were conveyed by special train to Montserrat, where tally-ho coaches, which had been sent from Boston the day previous, met the party and took them along the famous North Shore drive, passing through Beverly, Manchester, etc., to Magnolia. The appetites of the ladies had been whetted by the drive through the beautiful country, and they greatly enjoyed the tempting luncheon which was served to them at the Oceanside Hotel, Magnolia, as per the following menu:

LUNCHEON AT MAGNOLIA

Clam Chowder

Fried Perch with Bacon

Cucumbers

Radishes

Croustades of Lobster, Bechamel Sauce

Fried Bananas, Glace au Sticre

Roast Young Chicken, Stuffed

Cranberry Sauce

Shelled Beans	Boiled Sweet Potatoes
Mayonnaise of Tomato	Crackers and Cheese
Baked Apple Dumpling, Hard Sauce	
Assorted Cake	Vanilla Ice Cream
Rolls	Fruit
Coffee	

At 4 o'clock the coaches took the party to the railroad station at Magnolia, whence they returned by special train to Boston. This trip was most enjoyable, many of the ladies regarding it as the gem of the entire entertainment.

On Wednesday evening there was a theater party at the Hollis Street Theater, the play being "Soldiers of Fortune." The Committee had reserved the entire orchestra for the use of the Associations, and special trolley cars were provided to carry the party to the theater and return.

Thursday afternoon was spent in a carriage drive through the handsome boulevards and park system of Boston. The way was led by a coach drawn by six horses, and nearly one hundred carriages followed in the procession. The weather was perfect, and the drive through Boston's elaborate park system was a source of much pleasure to the visitors.

Thursday evening the ladies were given a special dinner in the regular dining-room of the Hotel Somerset, which was artistically decorated with flowers, and the handsome gowns of the ladies, with the bright coloring, made a most attractive picture. At the close of the dinner the ladies repaired to the smaller ballroom of the hotel, where a special musicale was given for their entertainment, according to the following program:

MUSICALE

Mrs. Mary Montgomery Brackett,	Soprano
Miss Elvie Burnett,	Reader
Miss Lida Low,	Accompanist

ALBION QUARTETTE

Thomas E. Johnson	James C. Bartlett
George H. Remele	D. Marks Babcock

PROGRAM

1. MarchBecker
Quartette
2. SongSelected
Mr. Bartlett
3. Reading—"An Embarrassing Situation".....Tompkins
4. Songs—(a) "A Belated Violet".....Clayton Johns
(b) "I Had a Flower".....Laurence Kellie
(c) "A Birthday".....Frederic H. Cowen
Mrs. Brackett
5. Theresa WaltzesFaust-Peuschel
Quartette
6. Song—"Gipsy John"Clay
Mr. Babcock
7. Reading—"The Bear Story".....James Whitcomb Riley
8. "Printemps"Leo Stern
Mrs. Brackett
9. SunsetVan de Water
Quartette

Upon the conclusion of the enjoyable program, the ladies were invited to hear the speeches at the banquet, which was being held by the gentlemen in the large ball-room of the hotel. A complete report of the banquet is given in another part of the book.

On Friday morning the guests went by invitation to

"Dreamwold," the country home of Mr. Thomas W. Lawson, at Egypt, Mass. They were conveyed by special trolley cars to the Terminal Station, where they boarded a special train for Egypt, arriving there about 10:15 A. M. Two or three hours were spent in inspecting the extensive stables, dog kennels, poultry houses, etc., and in looking over the vast estate. Mr. Lawson's head coachman gave an interesting exhibition of some of the noted horses, as four-in-hand, tandem, single, in carts, carriages and drags of various kinds. The visitors greatly admired the large collection of valuable animals in Mr. Lawson's stables and kennels and were much impressed by the perfectly appointed buildings devoted to their care.

From "Dreamwold" the party drove in "barges" to Cohasset, thence over the celebrated Jerusalem Road, with its fine scenery, to Nantasket Beach, where luncheon was served at the Atlantic House as per the following menu:

LUNCHEON AT NANTASKET BEACH

Clear Consommé
 Clam Bouillon in Cup, Whipped Cream
 Olives Radishes Salted Nuts Bon Bons
 Soft Shell Crabs, Tartar Sauce
 Saratoga Potatoes Cucumbers, French Dressing
 Roast Larded Tenderloin of Beef
 Boned Capon, Aspic Jelly
 Potatoes, French Fried
 French Vegetables, Dressed
 Lalla Rookh Punch
 Lobster Salad, Mayonnaise
 Frozen Pudding en Forme Assorted Cakes
 Toasted Water Crackers Cream Cheese Roquefort
 Café Noir

The party then returned by steamer to Boston, where they arrived about 6 P. M., after a pleasant and interesting sail in Boston's historic harbor.

On Friday evening occurred the installation of officers, which is fully reported in another part of the book. This function was largely attended by both ladies and gentlemen. At its conclusion, dancing commenced, and it was almost 2 A. M. when the party broke up amid the strains of "Home, Sweet Home."

The formal entertainment of the Associations closed on Friday, but the Committee thoughtfully made arrangements by which those who desired to pay visits on Saturday, or later, to Plymouth, Concord, Lexington and other historic points, were provided with information and facilities to make these trips with comfort.

During the week members of the Committee extended to the gentlemen visitors the courtesies of the University Club, New Algonquin Club, Exchange Club and Boston Art Club. The Boston Art Museum was also open to all the guests during the entire week.

The delightful weather which prevailed throughout convention week was a source of much satisfaction to the Committee and the guests. It was uniformly clear and just warm enough to be pleasant, so that the conditions were ideal for each one of the numerous out-door events. All of the plans of the Committee, which were arranged with such careful and painstaking attention, were carried out in every detail without the slightest hitch, and those who were present at the Boston meeting will gratefully remember the unbounded hospitality which was dispensed to them in such a gracious manner. The thanks of the Associations were fittingly expressed to the Committee, which was composed of the following gentlemen :

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT

Charles F. Cutler, Chairman, N. W. D. A....	Boston
Clarence G. Stone, Chairman, P. A. of A....	New York
Charles C. Goodwin, Treasurer.....	Boston
George F. Kellogg, Secretary.....	Boston
Fred L. Carter.....	Boston
John A. Gilman.....	Boston
Thomas Doliber.....	Boston
Ralph P. Hoagland.....	Boston
Horace S. Fowle.....	Boston
Charles A. West.....	Boston
Clarence W. Fox.....	Boston
William O. Blanding.....	Providence
J. G. Patton.....	New York
Arthur W. Claflin.....	Providence
Joseph E. Toms.....	Indianapolis
Thomas P. Cook.....	New York
F. C. Herrington.....	Burlington
Charles Cook.....	Portland
Charles H. Talcott.....	Hartford
Charles W. Whittlesey.....	New Haven
Edgar D. Taylor.....	Richmond
Frank A. Faxon.....	Kansas City
Wm. P. Redington.....	San Francisco

A special vote of thanks was also tendered to the Ladies' Committee, whose charming presence and valuable assistance were indispensable in making the convention a success. They were untiring in their efforts in behalf of the guests, and they saw to it that all the ladies became acquainted soon after their arrival. The following ladies composed the committee :

LADIES' COMMITTEE

Mrs. Charles A. West, Chairman.....	Boston
Mrs. Chas. C. Goodwin.....	Boston
Mrs. Charles F. Cutler.....	Boston
Mrs. Fred L. Carter.....	Boston
Mrs. George F. Kellogg.....	Boston
Mrs. Thomas Doliber.....	Boston
Mrs. Clarence W. Fox.....	Boston
Mrs. Bernard Jenney, Jr.....	Boston
Mrs. John A. Gilman.....	Boston
Mrs. William W. Cutler.....	Boston
Mrs. Horace S. Fowle.....	Boston
Mrs. Ralph P. Hoagland.....	Boston
Mrs. Edward C. Graves.....	Boston
Mrs. W. O. Blanding.....	Providence
Mrs. A. W. Claflin.....	Providence
Mrs. Charles I. Hood.....	Lowell
Mrs. Freeman B. Shedd.....	Lowell
Mrs. Charles Cook.....	Portland
Mrs. Chas. H. Talcott.....	Hartford
Mrs. Edgar D. Taylor.....	Richmond
Mrs. William P. Redington.....	San Francisco
Miss Alice Goodwin.....	Boston
Miss Annie H. Gilman.....	Boston
Miss Louise Gilman.....	Boston
Miss Josephine Meigs.....	Boston

The general Committee appointed local sub-committees to look after the various details of the entertainment, as follows :

COMMITTEE ON LADIES' RECEPTION

Fred L. Carter, Chairman

William N. Janvier

Charles I. Hood

William H. Gove

Edward C. True

H. G. Dewey

Charles A. Loring

Gustav Martin

A. C. Robertson

Henry Thornton

COMMITTEE ON FINANCE

Charles C. Goodwin, Chairman

George F. Kellogg

COMMITTEE ON TOASTS AND SPEAKERS

Gorham D. Gilman .

COMMITTEE ON PRINTING

Thomas Doliber, Chairman

Arthur B. Harlow

COMMITTEE ON PRESIDENTS' RECEPTION

Clarence W. Fox, Chairman

George R. White

Freeman B. Shedd

Edgar L. Patch

William W. Cutler

Gustav Martin

IN CHARGE OF EXCURSION TO HARVARD UNIVERSITY

Edgar F. Billings

COMMITTEE ON EXCURSION TO THE SOUTH SHORE

John A. Gilman, Chairman

Edward C. Graves

Horace S. Fowle

COMMITTEE ON MUSIC

Horace S. Fowle, Chairman

Charles C. Goodwin

PROCEEDINGS OF THE

COMMITTEE ON THEATER PARTY

Ralph P. Hoagland, Chairman
Herbert L. Carter Bernard Jenney, Jr.
George M. Besett

COMMITTEE ON BANQUET

Charles A. West, Chairman
Dr. Charles H. Stowell Joseph Davol
Ralph P. Hoagland Elmer C. Foster
Seth A. Fowle Edgar F. Billings

COMMITTEE ON SOUVENIR

Horace S. Fowle, Chairman
Charles A. West

IN CHARGE OF PARK DRIVE

Thomas P. Cook

Before closing this sketch of the entertainment, it is fitting that reference should be made to the unique and handsome souvenir presented by the Boston Committee to the ladies in attendance at the meeting. It was a very beautiful silver loving cup, with "N. W. D. A., Boston," artistically engraved on one side, and "P. A. of A., 1903," on the other. The cup rested upon an ebony stand and was one of the most attractive souvenirs ever offered to the ladies at our conventions. It was highly esteemed by the fortunate recipients and will serve as a cherished memento of a meeting replete with the most delightful experiences.

ROSTER OF ATTENDANCE

GENTLEMEN

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Allison, William O., "Oil, Paint & Drug Reporter," New York.

Anderson, W. P., J. Hungerford Smith Co., Rochester.

Atwood, F. W., Fritzsche Bros., New York.

Badgley, C. M., Charles Pfizer & Co., New York.

Baird, J. M., Chas. E. Hires Co., Philadelphia.

Baker, H. F., Thomsen Chemical Co., Baltimore.

Barton, Chas. P., Robinson-Pettet Co., Louisville.

Beardsley, A. H., Dr. Miles Medical Co., Elkhart, Ind.

Bell, Frank M., Armour & Co., Chicago.

Bell, Harvey, Pettingill & Co., Boston.

Beckman, F. G., A. Kiefer Drug Co., Indianapolis.

Besett, Geo. M., Wells & Richardson Co., Burlington, Vt

Billings, E. F., Billings, Clapp & Co., Boston.

Blanding, Allen C., Blanding & Blanding, Providence.

Blanding, W. O., Blanding & Blanding, Providence.

Bolton, W. C., Wm. B. Riker & Son Co., New York.

Bradley, R. H., Walding, Kinnan & Marvin Co., Toledo.

Braker, H. J., H. J. Baker & Bro., New York.

Brock, J. Spencer, Feister Printing Co., Philadelphia.

Bryant, J., Eastern Drug Co., Boston.

Buehler, Edward H., Chicago.

Camp, C. H., The Centaur Company, New York.

Canning, Henry, Delegate American Pharm. Asso., Boston.

- Carey, John N., Daniel Stewart Co., Indianapolis.
Carrigan, S. H., Parke, Davis & Co., New York.
Carter, A. L., Resinol Chemical Co., Baltimore.
Carter, F. L., Carter, Carter & Meigs, Boston.
Cartiss, Myers, National Licorice Co., Brooklyn.
Carver, J. F., Henry Thayer & Co., Cambridgeport, Mass.
Cavanaugh, A. J., Randolph Paper Box Co., Richmond, Va.
Chamberlain, D. S., Chamberlain Medicine Co., Des Moines, Ia.
Chapman, C. J., "Western Druggist," New York.
Chapman, D. C., Chapman, White, Lyons Co., Knoxville, Tenn.
Cheney, Chas. W., Mellin's Food Co., Boston.
Claflin, A. W., Geo. L. Claflin & Co., Providence.
Clapp, Chas. C., Eastern Drug Co., Boston.
Cobb, Geo. W., Delegate Mass. Pharm. Asso., Boston.
Cobb, John P., Parke, Davis & Co., Kansas City.
Connell, W. E., Kanawha Drug Co., Charleston, W. Va.
Conover, S. A., N. W. Ayer & Son, Philadelphia.
Cook, Charles, Cook, Everett & Pennell, Portland, Me.
Cook, T. P., N. Y. Quinine & Chemical Works, New York.
Cowee, James F., John L. Thompson, Sons & Co., Troy, N. Y.
Cox, J. H., The Tilden Co., New Lebanon, N. Y.
Craig, P. C., Chicago.
Crossman, T. E., Official Stenographer, New York.
Curran, M. P., Holyoke, Mass.
Curtius, Thomas M., New York.
Cutler, C. Henry, C. T. Reynolds Co., Chicago.
Cutler, Chas. F., Eastern Drug Co., Boston.
Cutler, W. W., Eastern Drug Co., Boston.
- Davidson, F. A., Theodore Metcalf Co., Boston.
Davis, John W., Davis, Rose & Co., Boston.
Davol, J., Davol Rubber Co., Providence.
Delano, Thomas I., Mellin's Food Co., Boston.

Derby, E. C., Buckeye Stamping Co., Columbus, O.
 DeWitt, E. C., E. C. DeWitt & Co., Chicago.
 Dickinson, E. E., E. E. Dickinson & Co., Essex, Conn.
 Dobbs, S. C., Coca-Cola Co., Atlanta.
 Dohmen, Henry, F. Dohmen Co., Milwaukee.
 Dolan, Arthur W., President Common Council, Boston.
 Doliber, Franklin W., Mellin's Food Co., Boston.
 Doliber, Thos., Mellin's Food Co., Boston.
 Douglas, W. S., Douglas Mfg. Co., New York.
 Draper, F. E., Polk & Calder Drug Co., Troy, N. Y.
 Duffee, C. P., Roessler & Hasslacher Chemical Co., New York.

Eddy, C. H., "Boston Transcript," New York.
 Eliel, H. H., Lyman-Eliel Drug Co., Minneapolis.
 Elzas, S. L., New York.
 Evans, A. H., Evans Chemical Co., Cincinnati.
 Evans, H. W., Evans-Smith Drug Co., Kansas City.
 Evans, Wm. James, McKesson & Robbins, New York.
 Everham, H. V., Keasbey & Mattison Co., Ambler, Pa.

Fairchild, H. B., Hazeltine & Perkins Drug Co., Grand Rapids.
 Fernald, F. K., Dr. Miles Medical Co., Elkhart, Ind.
 Fitch, E. W., Parke, Davis & Co., New York.
 Flynn, C. P., Mass. Pharmaceutical Asso., Boston.
 Forrester, Julius, Sharp & Dohme, Baltimore.
 Foster, E. G., Dean, Foster & Co., Boston.
 Fowle, Horace S., S. W. Fowle & Sons, Boston.
 Fowle, Seth A., S. W. Fowle & Sons, Boston.
 Fox, C. W., Fox, Fultz & Co., Boston.
 Fulle, Chas. A., Truslow & Fulle, Hoboken, N. J.
 Fulle, J. H., Truslow & Fulle, Hoboken, N. J.
 Fuller, G. A., Ed. Pinaud, New York.

Gallagher, J. A., Faxon, Horton & Gallagher, Kansas City.
Gerity, M. F., Gerity Bros., Elmira, N. Y.
Gerity, W. S., Gerity Bros., Elmira, N. Y.
Gilman, G. D., Gilman Bros., Boston.
Gilman, John A., Gilman Bros., Boston.
Gleichmann, John, Rosengarten & Sons, Baltimore.
Goodhue, Frank S., Boston.
Goodwin, Chas. C., Eastern Drug Co., Boston.
Gove, W. H., Lydia E. Pinkham Med. Co., Lynn, Mass.
Gove, Wm. P., Lydia E. Pinkham Med. Co., Lynn, Mass.
Graves, E. C., Boston.
Griffith, C. W., Scott & Bowne, New York.
Guild, Lieut.-Gov. Curtis, Jr., Boston.

Hagar, Jos. C., "The New England Druggist," Boston.
Haley, S. Bigelow, Douglas Mfg. Co., New York.
Hall, L. B., Benton, Myers & Co., Cleveland.
Hall, Wm. Henry, Hall & Ruckel, New York.
Hamann, W. A., Roessler & Hasslacher Chem. Co., New York.
Hamlin, Chas. H., Minneapolis.
Harding, H. B., Humphreys' Hom. Med. Co., New York.
Harlow, Arthur B., Mellin's Food Co., Boston.
Harshaw, W. A., Harshaw, Fuller & Goodwin Co., Cleveland.
Hartwell, R. M., Parke, Davis & Co., New York.
Haven, Mr., General Chemical Co., New York.
Hay, E. A., H. H. Hays' Sons, Portland, Me.
Hedley, T. A., Evans & Sons, New York.
Heinritz, L. G., N. A. R. D., Holyoke, Mass.
Henry, Frank S., Williams Mfg. Co., Cleveland.
Hereth, F. S., Searle & Hereth Co., Chicago.
Herrington, F. C., Burlington Drug Co., Burlington, Vt.
Hess, Dr. C. H., Elberfeld, Germany.
Hillier, George R., R. Hillier's Son Co., New York.

Hinchman, John M., Michigan Drug Co., Detroit.
 Hinds, A. H., A. S. Hinds, Portland, Me.
 Hinton, P. W., Wm. S. Merrell Chem. Co., Cincinnati.
 Hoagland, R. P., R. P. Hoagland Drug Co., Boston.
 Holliday, F. E., N. W. D. A., Indianapolis.
 Holloway, Wm., Johnston, Holloway & Co., Philadelphia.
 Holloway, Master W. M., Philadelphia.
 Hood C. I., C. I. Hood Co., Lowell, Mass.
 Hopkins, J. L., J. L. Hopkins & Co., New York.
 Horlick, A. J., Horlick's Food Co., Racine, Wis.
 Horton, Rev. Edward A., D. D., Boston.
 Horton, R. O., Strother Drug Co., Lynchburg, Va.
 Hover, W. A., W. A. Hover & Co., Denver.
 Hover, Master Tracy, Denver.
 Hubbard, Chas., Chas. Hubbard, Son & Co., Syracuse.
 Hunt, C. M. P., Lydia E. Pinkham Medicine Co., Lynn, Mass.

Jackson, B. A., Geo. L. Claflin & Co., Providence.
 Janvier, W. N., B. F. Allen & Co., New York.
 Jarrett, H. T., Mallinckrodt Chemical Works, New York.
 Jayne, H. LaBarre, Counsel N. W. D. A., Philadelphia.
 Jayne, H. W., Barrett Mfg. Co., Philadelphia.
 Jefferds, J. C., Kanawha Drug Co., Charleston, W. Va.
 Jenney, B., Jr., Eastern Drug Co., Boston.
 Jerman, C. A., Jerman, Pflueger & Kuehmsted Co., Milwaukee.
 Jones, C. S., Powers & Weightman, Philadelphia.
 Joslyn, M. W., Eastern Drug Co., Boston.

Kathrens, J. R., Pabst Brewing Co., Milwaukee.
 Kellogg, Geo. F., Eastern Drug Co., Boston.
 Kimball, H. H., R. P. Hoagland Drug Co., Boston.
 Kirkland, Mr., Fairchild Bros. & Foster, New York.
 Klahre, A. C., Roessler & Hasslacher Chem. Co., New York.

Kline, M. N., Smith, Kline & French Co., Philadelphia.

Knox, J. W., Lyman-Knox Co., Montreal.

Krogness, C. George, Chicago.

Lamar, W. D., Swift Specific Co., Atlanta, Ga.

Lance, P. R., Wm. R. Warner & Co., Philadelphia.

Lattimer, George W., Kauffman-Lattimer Co., Columbus, O.

Leeming, Jos., Henri Nestlé, New York.

Leithhead, L. W., L. W. Leithhead Drug Co., Duluth, Minn.

Letoriere, O. F., Fairchild Bros. & Foster, New York.

Levi, Emil, C. F. Boehringer & Soehne, New York.

Levy, Benjamin, Benjamin Levy & Co., Boston.

Lewis, A. R., Johnson & Johnson, New Brunswick, N. J.

Lillard, B., "Practical Druggist," New York.

Lilly, J. K., Eli Lilly & Co., Indianapolis.

Littell, C. S., R. W. Robinson & Son, New York.

Loring, C. A., Powers & Weightman, Philadelphia.

Lupton, J. T., Chattanooga Medicine Co., Chattanooga, Tenn.

Lyman, Arthur, Lyman, Sons & Co., Montreal.

Lyman, Chas., Lyman-Knox Co., Montreal.

Lynn, C. J., Eli Lilly & Co., Indianapolis.

McIlvaine, H. R., McIlvaine Bros., Philadelphia.

McKallor, E. C., Elk Drug Co., Binghamton, N. Y.

McKey, A. W., Fritzsche Bros., New York.

McLeod, R. D., Whitney Glass Works, New York.

Mackay, George S., Parke, Davis & Co., Detroit.

Mackintosh, L. A., Munyon's H. H. Remedy Co., Philadelphia.

Main, Thos. F., The Tarrant Co., New York.

Mansell, A. J., Parke, Davis & Co., Detroit.

Marden, Hon. Geo. A., U. S. Assistant Treasurer, Boston.

Martin, Gustav, Boston.

Mayo, Caswell A., "American Druggist," New York.

Meigs, J. E., Carter, Carter & Meigs, Boston.
 Merrell, C. G., Wm. S. Merrell Chemical Co., Cincinnati.
 Merrill, O., Dr. B. J. Kendall Co., Enosburg Falls, Vt.
 Mersereau, Wm. S., Schieffelin & Co., New York.
 Meyer, T. F., Meyer Bros. Drug Co., St. Louis.
 Meyer, Master T. F., Jr., St. Louis.
 Michaels, C. F., Langley & Michaels Co., San Francisco.
 Moneypenny, S. M., Schoellkopf, Hartford & Hanna Co., N. Y.
 Montgomery, F. C., Theodore Metcalf Co., Boston.
 Morrisson, Jas. W., Morrisson, Plummer & Co., Chicago.
 Munyon, J. M., Jr., Munyon's H. H. Remedy Co., Philadelphia.

Neill, Chas., R. Hillier's Son Co., Boston.
 Neill, Samuel A., Boston.
 Newhall, D. H., "Pharmaceutical Era," New York.
 Newman, George A., California Fig Syrup Co., Louisville.
 Norcross, W. J., Houghton & Dutton, Boston.

Odena, Fred M., Parke, Davis & Co., Detroit.
 Ogborn, W. Howard, Cincinnati.
 Overholser, E. M., J. Ellwood Lee Co., Boston.

Parker, A. D., Parker-Blake Co., New Orleans.
 Parry, J. W., Merck & Co., New York.
 Patton, J. G., Anheuser-Busch Brewing Asso., New York.
 Pearry, J. W., Pearry-Merck Co., Boston.
 Peter, M. Cary, Peter-Bauer Drug Co., Louisville.
 Pettet, R. S., Van Stan's Stratena Co., Philadelphia.
 Pettingill, U. K., Dr. Greene Nervura Co., Boston.
 Pfromm, Adam, Pfromm & Kindig, Philadelphia.
 Pickett, C. G., Paris Medicine Co., St. Louis.
 Pierson, Romaine, "American Druggist," Chicago.
 Pinckney, Orient C., Himrod Mfg. Co., New York.

Pinkham, A. W., L. E. Pinkham Medicine Co., Lynn, Mass.
Polk, C. F., Polk & Calder Drug Co., Troy, N. Y.
Pope, L. L., Lawrence-Williams Co., Cleveland.
Powers, Hon. Samuel L., Member of Congress, Boston.
Preetorius, Edward L., St. Louis.

Rehfuss, Chas., Delegate N. A. R. D., Philadelphia.
Reid, A. M., Lamar & Rankin Drug Co., Atlanta, Ga.
Reid, Thomas, Wingate Chemical Co., Montreal.
Richardson, A. G., J. Hungerford Smith Co., Rochester.
Richardson, R. L., Pres. Boston Druggists' Asso., Boston.
Riley, J. B., Lamar, Taylor & Riley Drug Co., Macon, Ga.
Robertson, A. C., Mallinckrodt Chemical Works, St. Louis.
Robinson, J. C., Powers & Weightman, Philadelphia.
Robinson, W. R., R. W. Robinson & Son, New York.
Rosengarten, A. G., Rosengarten & Sons, Philadelphia.
Rosengarten, Jos. G., Rosengarten & Sons, Philadelphia.
Rowell, E. N., E. N. Rowell Co., Batavia, N. Y.
Ruprecht, C. H., E. N. Rowell Co., Batavia, N. Y.

Sailer, W. A., John Wyeth & Bro., Philadelphia.
Sargent, A. D., E. W. Hoyt & Co., Lowell, Mass.
Schall, E. J., Meyer Bros. Drug Co., St. Louis.
Schieffelin, Wm. Jay, Schieffelin & Co., New York.
Schneider, Frederick, Schneider & Macy Drug Co., Troy, N. Y.
Schneider, F. W., Schneider & Macy Drug Co., Troy, N. Y.
Schnell, H. J., "Oil, Paint & Drug Reporter," New York.
Schumacher, F. W., Peruna Drug Mfg. Co., Columbus, O.
Schweitzer, Dr. H., Farbenfabriken of Elberfeld Co., New York.
Sewall, E. C., Pond's Extract Co., New York.
Shoemaker, C. F., Shoemaker & Busch, Philadelphia.
Shoemaker, Thos. E., Robert Shoemaker & Co., Philadelphia.
Sholes, C. E., General Chemical Co., New York.

Sloan, Dr. E. S., Boston.
 Smith, C. H., Truslow & Fulle, Hoboken, N. J.
 Smith, Frank Morse, H. J. Baker & Bro., New York.
 Smith, Walter V., Valentine H. Smith & Co., Philadelphia.
 Smither, R. K., President N. A. R. D., Buffalo.
 Snow, C. W., C. W. Snow & Co., Syracuse.
 Stallman, J. H., Stallman & Fulton, New York.
 Stanley, J. G., Stanley & Brown Drug Co., Baltimore.
 Steibel, H. H., Anheuser-Busch Brewing Asso., Boston.
 Stilwell, A. A., New York.
 Stoddard, C. H., Boston.
 Stoll, C. C., Peter-Bauer Drug Co., Louisville.
 Stone, A. M., The Upjohn Co., New York.
 Stone, Clarence G., Lambert Pharmacal Co., New York.
 Stowell, Dr. C. H., J. C. Ayer Co., Lowell, Mass.
 Strong, S. E., Strong, Cobb & Co., Cleveland.
 Strunk, S. W., Delegate P. A. R. D., Philadelphia.
 Sturtevant, E. L., Henry Thayer & Co., Cambridgeport, Mass.

Talbott, W. A., The Piso Co., Warren, Pa.
 Talcott, C. H., C. H. Talcott & Co., Hartford, Conn.
 Taylor, Edgar D., Powers-Taylor Drug Co., Richmond, Va.
 Taylor, V. S., Welch Grape Juice Co., Westfield, N. Y.
 Thompson, Geo. W., R. P. Hoagland Drug Co., Boston.
 Thornton, Henry, Parke, Davis & Co., Detroit.
 Tolleson, W. G., Crutchfield-Tolleson Co., Spartanburg, S. C.
 Toms, J. E., Secretary N. W. D. A., Indianapolis.
 True, E. C., Dr. J. F. True & Co., Auburn, Me.
 Turrell, Herbert, Parke, Davis & Co., New York.
 Tuttle, S. A., Tuttle's Elixir Co., Boston.
 Tye, R. L., Merck & Co., New York.

Valentine, H. S., Smith, Kline & French Co., Philadelphia.

Van Alen, B. T., C. F. Boehringer & Soehne, Chicago.

Van Cleave, Geo. B., Wells & Richardson Co., Burlington, Vt.

Walbridge, C. P., J. S. Merrell Drug Co., St. Louis.

Walker, W. J., Walker & Gibson, Albany.

Warner, Wm. R., Jr., Wm. R. Warner & Co., Philadelphia.

Warner, Master W. R., Philadelphia.

Watermeyer, F. E., Fritzsche Bros., New York.

Weicker, Theodore, Merck & Co., New York.

Weller, Chas. F., Richardson Drug Co., Omaha.

Wells, E. G., Chas. N. Crittenton Co., New York.

Wells, Frank A., Wells & Richardson Co., Burlington, Vt.

Wells, Frank R., Wells & Richardson Co., Burlington, Vt.

West, Chas. A., Eastern Drug Co., Boston.

Wetherald, J. T., Chester, Kent & Co., Boston.

White, Geo. R., Potter Drug & Chemical Corp., Boston.

Whiting, A. E., Grasselli Chemical Co., Cleveland.

Wilcox, Levi, Apothecaries' Hall Co., Waterbury, Conn.

Willard, J. J., Coca-Cola Co., Philadelphia.

Wilson, M. D., Madame Yale, Chicago.

Wooten, T. V., Secretary N. A. R. D., Chicago.

Yahr, E. F., Yahr & Lange Drug Co., Milwaukee.

Young, W. B., Lee & Osgood Co., Norwich, Conn.

LADIES

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Allison, Mrs. W. O., New York.

Allison, Miss K. F., New York.

Badgley, Mrs. C. M., New York.

Beardsley, Mrs. A. H., Elkhart, Ind.

Beckman, Mrs. F. G., Indianapolis.

Blanding, Mrs. W. O., Providence.

Briggs, Mrs. S. J., Providence.

Buehler, Mrs. E. H., Chicago.

Camp, Mrs. C. H., New York.

Camp, Miss Ersie, New York.

Carey, Miss Martha, Indianapolis.

Carey, Miss Eleanor, Indianapolis.

Carter, Mrs. A. L., Baltimore.

Carter, Mrs. F. L., Boston.

Chaffee, Mrs. A. B., Montreal.

Cobb, Mrs. J. P., Kansas City.

Comstock, Miss Kathleen, New York.

Cook, Mrs. Chas., Portland, Me.

Cook, Miss Florence, Portland, Me.

Coon, Miss L. B., Boston.

Cowee, Mrs. J. F., Troy, N. Y.

Cox, Mrs. J. H., New Lebanon, N. Y.

Craig, Mrs. R. C., Chicago.

Cutler, Mrs. Chas. F., Boston.

Cutler, Mrs. Geo., Brookline, Mass.

Cole, Miss C. M., Kansas City.

Davidson, Miss, Boston.
Delano, Mrs. T. I., Boston.
Derby, Mrs. E. C., Columbus, O.
Dohmen, Mrs. Henry, Milwaukee.
Doliber, Mrs. Thomas, Brookline, Mass.
Draper, Mrs. F. E., Troy, N. Y.

Evans, Mrs. A. H., Cincinnati.
Evans, Mrs. H. W., Kansas City.
Evans, Miss Christine, Kansas City.
Everham, Mrs. H. V., Ambler, Pa.

Finch, Miss G. M., Boston.
Fitch, Mrs. E. W., New York.
Forsythe, Miss Edith, Philadelphia.
Fowle, Mrs. Horace S., Boston.
Fowle, Miss Mildred E., Boston.
Fowle, Mrs. Seth A., Boston.
Fowle, Miss Frances S., Boston.
Fox, Mrs. C. W., Boston.
Fuller, Mrs. G. A., New York.
Fultz, Mrs. R. C., Boston.

Gerity, Mrs. W. S., Elmira, N. Y.
Gilman, Miss, Boston.
Gleichmann, Mrs. John, Baltimore.
Gove, Miss Lydia P., Lynn, Mass.
Grant, Mrs. H. C., New York.
Graves, Mrs. E. C., Boston.

Hall, Mrs. L. B., Cleveland.
Hall, Miss Amey E., Cleveland.
Hamlin, Mrs. C. H., Minneapolis.

Harbaugh, Mrs. M. E., Cleveland.
 Harding, Mrs. H. B., New York.
 Hartwell, Mrs. R. M. New York.
 Hay, Mrs. E. A., Portland, Me.
 Hayden, Mrs. W. R., Bedford Springs.
 Henry, Mrs. F. S., Cleveland.
 Herrington, Mrs. F. C., Burlington, Vt.
 Hillier, Mrs. Geo. R., New York.
 Hinchman, Mrs. John M., Detroit.
 Hinds, Mrs. A. H., Portland, Me.
 Holliday, Mrs. F. E., Indianapolis.
 Holloway, Mrs. Wm., Philadelphia.
 Holloway, Miss Edith, Philadelphia.
 Hover, Mrs. W. A., Denver.
 Hubbard, Mrs. Chas., Syracuse.
 Hubbard, Miss, Syracuse.
 Hunt, Mrs. C. M. P., Lynn, Mass.

Jackson, Mrs. B. A., Providence.
 Jayne, Mrs. H. W., Philadelphia.
 Jarrett, Mrs. H. T., New York.
 Jerman, Mrs. C. A., Milwaukee.
 Jones, Mrs. C. S., Philadelphia.

Kathrens, Mrs. J. R., Milwaukee.
 Kellogg, Miss E. A., Boston.
 Kimball, Mrs. H. H., Boston.
 Kline, Mrs. M. N., Philadelphia.
 Krogness, Mrs. C. Geo., Chicago.

Lamar, Mrs. W. D., Atlanta.
 Lance, Mrs. P. R., Philadelphia.
 Lawson, Miss Mary E., New York.

Lillard, Mrs. B., New York.
Littell, Mrs. C. S., New York.
Loring, Mrs. C. A., Philadelphia.
Lyman, Mrs. Chas., Montreal.

McKallor, Mrs. E. C., Binghamton, N. Y.
Merrill, Mrs. O., Enosburg Falls, Vt.
Merrill, Miss, Enosburg Falls, Vt.
Meyer, Mrs. Theo. F., St. Louis.
Meyer, Miss Elizabeth, St. Louis.

Neill, Mrs. Chas., Boston.
Neill, Mrs. S. A., Boston.
Newman, Mrs. G. A., Louisville.
Norcross, Mrs. W. J., Boston.

Ogborn, Mrs. W. Howard, Cincinnati.
Ogborn, Miss Elizabeth, Cincinnati.
Overholser, Mrs. E. M., Boston.

Pettingill, Mrs. U. K., Boston.
Pickett, Mrs. G. C., Boston.
Pinkham, Mrs. C. H., Lynn, Mass.
Pinkham, Miss L. E., Lynn, Mass.
Pinkham, Miss M. F., Lynn, Mass.
Polk, Mrs. C. F., Troy, N. Y.
Polk, Miss M. E., Troy, N. Y.
Pope, Mrs. L. L., Cleveland.

Rankin, Mrs. F. L., Atlanta.
Reid, Mrs. Thomas, Montreal.
Richardson, Mrs. A. G., Rochester.
Robinson, Mrs. W. R., New York.

Schall, Mrs. E. J., St. Louis.
 Schnell, Mrs. H. J., New York.
 Schweitzer, Mrs. H., New York.
 Shoemaker, Mrs. C. F., Philadelphia.
 Shoemaker, Miss Janie C., Philadelphia.
 Smith, Mrs. A. H., Brooklyn.
 Smith, Mrs. Jerome, Boston.
 Smith, Mrs. W. V., Philadelphia.
 Smith, Miss, New York.
 Snow, Mrs. C. W., Syracuse.
 Stallman, Mrs. J. H., New York.
 Stallman, Miss Adele, New York.
 Stallman, Miss Charlotte, New York.
 Stilwell, Mrs. A. A., New York.
 Stoll, Mrs. C. C., Louisville.
 Stowell, Mrs. C. H., Lowell, Mass.
 Sturtevant, Mrs. E. L., Boston.

Taylor, Mrs. E. D., Richmond, Va.
 Thompson, Mrs. G. W., Boston.
 Turrell, Mrs. H., New York.
 Tuttle, Mrs. S. A., Boston.

Walker, Mrs. W. J., Albany.
 Warner, Mrs. Wm. R., Jr., Philadelphia.
 Warner, Miss Alberta H., Philadelphia.
 Warner, Miss Blanche D., Philadelphia.
 Weller, Mrs. C. F., Omaha.
 Weller, Miss Agnes, Omaha.
 Wells, Mrs. E. G., New York.
 Whiting, Mrs. A. E., Cleveland.

Yahr, Mrs. E. F., Milwaukee.
 Young, Mrs. W. B., Norwich, Conn.

IN MEMORIAM

WILLIAM T. GRAY.....	1843-1902
HORACE M. SHARP.....	1833-1902
JOHN CARNRICK.....	1837-1903
ARTHUR PETER.....	1816-1903
SOLON PALMER.....	1823-1903
WILLIAM LYMAN CLAFLIN.....	1862-1903
SAMUEL M. BAUER.....	1868-1903
WILLIAM A. THOMPSON.....	1834-1903
MAHLON K. SMITH.....	1831-1903
ANDREW B. ROGERS.....	1851-1903
ORRIN J. SNOW.....	1850-1903
ABRAM S. TOWNSEND.....	1835-1903
NORMAN V. RANDOLPH.....	1846-1903
GEORGE F. ROSS.....	1858-1903
C. P. SQUIRES.....	1827-1903
E. STEINBACHER.....	1825-1903
FREDERICK RAWOLLE.....	1842-1903
BOSWELL WARD.....	1830-1903
EVAN F. LILLY.....	1855-1903

DECEASED MEMBERS

From Organization of the Western Wholesale Druggists'
Association in 1876 to 1903.

	Elected	Died
Allen, Alfred F.....	1876	1884
Allen, Thomas H. C.....	1884	1900
Ayer, James C.....	1883	1878
Barker, T. B.....	1892	1897
Bauer, Samuel M.....	1898	1903
Baumer, Francis.....	1895	1897
Bedford, Peter W.....	1883	1892
Bennett, Joseph S.....	1878	1892
Bigelow, E. A.....	1883	1896
Billings, Charles E.....	1878	1892
Blanding, William B.....	1879	1892
Bodeker, Henry.....	1887	1889
Boehringer, E.....	1885	1892
Bour, Philip Andre.....	1889	1899
Bowen, Henry.....	1885	1896
Bradfield, Josiah.....	1883	1885
Braidich, Adolph F.....	1894	1902
Braker, Conrad, Jr.....	1883	1890
Brandreth, George A.....	1883	1897
Brown, William H.....	1882	1889
Browning, Robert.....	1876	1891
Bruen, Oscar H.....	1887	1892
Burdsal, James S.....	1876	1899
Burnett, Joseph.....	1885	1894
Burroughs, S. M.....	1893	1895
Button, Charles P.....	1893	1897
Button, Henry H.....	1876	1889
Calhoun, Frederick Sanford.....	1893	1899
Carnrick, John.....	1882	1903
Carter, Solomon.....	1883	1892
Case, William Townley.....	1888	1901

	Elected	Died
Chapin, Frederick H.....	1883	1900
Chapman, John Ellis.....	1890	1900
Chiris, Leon.....	1896	1900
Claflin, William Lyman.....	1887	1903
Clark, Harvey Coe.....	1893	1902
Cobb, Ahira.....	1876	1882
Coffin, Andrew G.....	1883	1897
Colgate, Bowles.....	1883	1902
Colgate, Samuel.....	1883	1897
Cowee, David.....	1883	1887
Crenshaw, Edmund A.....	1882	1894
Crockett, J. Henry.....	1883	1891
Cutler, George.....	1883	1898
Cutler, E. Waldo.....	1883	1896
Cutler, William J.....	1883	1894
Damon, Albert F.....	1885	1887
Davis, Dr. E. H.....	1893	1896
DeGolyer, Joseph.....	1883	1888
Demoville, J. F.....	1878	1884
Devoe, F. W.....	1883	1896
Dick, Dundas.....	1885	1892
Dodge, James M.....	1884	1887
Dodge, Richard J.....	1883	1891
Dohmen, Frederick.....	1883	1898
Drake, P. H.....	1882	1882
Edgerly, J. W.....	1888	1894
Eisenbeis, G.....	1885	1896
Erhart, Charles F.....	1878	1891
Fahnestock, B. L.....	1876	1888
Farr, James M.....	1878	1899
Farrand, Jacob S.....	1876	1891
Finch, George W.....	1883	1897
Finlay, George R.....	1883	1897
Fisher, Alonzo G.....	1885	1895
Fougera, Charles E.....	1882	1889
Fraser, Edward A.....	1884	1890
French, Clayton.....	1883	1889
French, William B.....	1883	1892
Fritzsche, Paul T.....	1883	1886

	Elected	Died
Fultz, Fred A.....	1894	1899
Gellatly, William A.....	1882	1885
Gerhardy, Theodore.....	1878	1893
Gerity, Clayton R.....	1891	1897
Gilpin, Bernard.....	1883	1897
Goodman, Charles F.....	1887	1895
Gray, William T.....	1902	1902
Greene, Thomas A.....	1878	1894
Gridley, Junius.....	1885	1886
Griffith, Charles W.....	1889	1902
Hall, William Henry.....	1882	1894
Harper, W. T.....	1888	1900
Hartford, James.....	1889	1902
Hay, Henry Homer.....	1894	1895
Hazelton, William, Jr.....	1883	1884
Hebbard, Harry C.....	1882	1902
Henry, John F.....	1877	1892
Hinchman, T. H.....	1876	1892
Hodge, John.....	1882	1895
Hopkins, Frank T.....	1878	1885
Hostetter, David.....	1882	1888
Hostetter, Theodore Rickey.....	1882	1902
Hoyt, E. W.....	1884	1887
Humphreys, Dr. Frederick.....	1882	1900
Hurlbut, H. A.....	1878	1882
Hurt, B. Scott.....	1883	1888
Jayne, Eben C.....	1884	1900
Jensen, Carl L.....	1887	1887
Kalteyer, George H.....	1892	1897
Kelly, George A.....	1876	1902
Kemp, Edward.....	1896	1901
Kirkland, John L.....	1879	1892
Ladd, Benjamin J.....	1887	1887
Lamar, Col. H. J.....	1882	1896
Lambert, Jordon W.....	1882	1888
Larkin, Thomas H.....	1879	1901
Laughlin, Samuel.....	1876	1887
Lazell, Lewis Thurber.....	1883	1902
Leadbeater, E. S.....	1896	1899

	Elected	Died
Lee, Conrad Berk.....	1896	1897
Leeming, Thomas.....	1888	1902
Lilly, Eli.....	1882	1898
Lilly, Evan F.....	1882	1903
Logan, Thomas H.....	1877	1888
Lucas, John.....	1885	1901
Lyman, Henry.....	1892	1897
McDermott, George.....	1893	1893
McIlvaine, Henry Clay.....	1884	1900
McKesson, John.....	1880	1893
Macready, Robert.....	1876	1895
Malloy, E. S.....	1879	1879
Maris, John M.....	1883	1892
Marsh, Edwin H.....	1883	1884
Marx, Frederick.....	1890	1901
Mason, Alfred H.....	1888	1896
Mellier, A. A.....	1876	1889
Mellon, John J.....	1882	1891
Merck, Wilhelm.....	1885	1899
Merrell, Jacob S.....	1884	1885
Merrell, W. S.....	1876	1880
Merriam, Andrew B.....	1876	1902
Metcalf, Theodore.....	1887	1894
Moffitt, John S.....	1889	1894
Moore, Jerome B.....	1883	1891
Morgan, Oliver P.....	1899	1900
Morrisson, Robert.....	1876	1888
Munson, L. I.....	1895	1896
Muth, M. Joseph.....	1885	1898
Myers, Milton L.....	1882	1892
Nichols, Dr. James R.....	1878	1888
Nickell, James M.....	1879	1881
Osgood, Hugh H.....	1885	1899
Paine, Lemuel C.....	1893	1899
Palmer, Solon.....	1901	1903
Park, John D.....	1876	1894
Parke, H. C.....	1877	1899
Parkes, William S.....	1887	1891
Peek, William T.....	1883	1885

	Elected	Died
Peter, Arthur.....	1876	1903
Pinckney, Stephen R.....	1882	1892
Pinkham, Charles Hacker.....	1883	1900
Pinkham, Lydia E.....	1883	1887
Potter, Warren B.....	1883	1889
Powers, Thomas H.....	1877	1879
Pozzoni, J. A.....	1884	1885
Purcell, John.....	1885	1894
Putnam, John P.....	1878	1889
Quetting, Josef J.....	1883	1885
Randolph, Norman V.....	1898	1903
Rankin, Jesse W.....	1882	1892
Rawolle, Frederick.....	1890	1903
Raynolds, Charles T.....	1884	1896
Reakirt, Joseph.....	1876	1880
Reed, Thomas.....	1883	1885
Richardson, James.....	1876	1892
Richardson, James H.....	1878	1891
Richardson, J. Clifford.....	1876	1899
Riday, John F.....	1883	1889
Robbins, Charles A.....	1878	1889
Robbins, Daniel C.....	1878	1888
Robinson, Richard A.....	1876	1897
Robinson, Richard A., Jr.....	1876	1899
Rogers, Andrew B.....	1883	1903
Rosengarten, George D.....	1883	1889
Rosengarten, Mitchell G.....	1883	1898
Rosenthal, Moritz.....	1884	1896
Ross, George F.....	1882	1903
Runkle, W. H.....	1882	1898
Schieffelin, Samuel B.....	1882	1900
Schieffelin, William H.....	1882	1895
Schoellkopf, Alfred P.....	1889	1901
Schoellkopf, Jacob Frederick.....	1889	1899
Scudder, Samuel V.....	1883	1889
Sellers, R. E.....	1876	1894
Sharp, Horace M.....	1884	1902
Sheley, Alanson.....	1876	1892
Shoemaker, Robert.....	1882	1896

	Elected	Died
Simes, William F.....	1887	1892
Smith, George W.....	1882	1885
Smith, Mahlon K.....	1882	1903
Smith, Valentine H.....	1883	1890
Smylie, Charles A.....	1884	1902
Snow, Orrin J.....	1882	1903
Sondheim, Myer.....	1884	1888
Spurlock, H. C.....	1883	1892
Squires, C. P.....	1876	1903
Stanwood, E. L.....	1885	1892
Steele, William.....	1883	1898
Steinbacher, E.....	1900	1903
Stewart, Daniel.....	1876	1892
Stoutenbergh, George W.....	1876	1884
Strong, Samuel M.....	1876	1895
Strother, William A.....	1889	1892
Strother, William M.....	1889	1899
Talcott, Seth.....	1883	1894
Thompson, John I.....	1880	1901
Thompson, John L.....	1880	1883
Thompson, William A.....	1883	1903
Thompson, William P.....	1893	1896
Thomsen, John Jacob.....	1883	1892
Tiemann, Peter Cooper.....	1891	1894
Titsworth, John D.....	1885	1902
Townsend, Abram S.....	1892	1903
Toy, Joseph A.....	1882	1901
Truax, Perry B.....	1880	1891
Truslow, Jacob L., Jr.....	1896	1899
Vennard, William L.....	1878	1893
Vogeler, Charles A.....	1880	1882
Vogeler, Frederick.....	1876	1902
Wakefield, C.....	1882	1885
Wallin, Jarvis R.....	1885	1886
Ward, Boswell.....	1885	1903
Warner, William Richard.....	1881	1901
Weightman, John Farr.....	1878	1886
Weightman, William, Jr.....	1878	1889
Wells, William.....	1883	1892

	Elected	Died
Wetherell, Christopher.....	1887	1892
Wheeler, H. N.....	1883	1885
Wheeler, Porte C.....	1882	1883
Whitall, James.....	1885	1896
White, Jacob W.....	1884	1891
Whiting, John L.....	1887	1892
Wilcox, Frederick.....	1895	1897
Wilder, Edward.....	1876	1890
Wilder, J. B.....	1876	1888
Wilkinson, A. J.....	1876	1895
Williston, C. Lincoln.....	1878	1899
Woodward, William R.....	1882	1889
Wright, A. W.....	1887	1892
Zeilin, John H.....	1882	1896

COMMITTEES

1903-1904

COMMITTEE ON ADULTERATIONS

William P. Ritchey, Chairman.....	New York City
Bruen, Ritchey & Co.	
J. L. Hopkins.....	New York City
J. L. Hopkins & Co.	
G. Frank Baily.....	Baltimore, Md.
James Baily & Son.	
Carl Brucker.....	New York City
Fritzsche Bros.	
P. C. Magnus.....	New York City
Magnus & Lauer.	
Charles L. Walther.....	Pittsburg, Pa.
Walther-Robertson Drug Co.	
H. T. Jarrett.....	New York City
Mallinckrodt Chemical Works.	
Irving McKesson.....	New York City
McKesson & Robbins.	
John C. Muth.....	Baltimore, Md.
Muth Bros. & Co.	
John J. Judson.....	Salt Lake City, Utah
Nelden-Judson Drug Co.	
Charles S. Littell.....	New York City
R. W. Robinson & Son.	
Frederick Aschenbach.....	Philadelphia, Pa.
Aschenbach & Miller.	
William A. Hamann.....	New York City
Roessler & Hasslacher Chemical Co.	
George R. Hillier.....	New York City
R. Hillier's Son Co.	
Henry B. Gilpin.....	Baltimore, Md.
Henry B. Gilpin Co.	
F. W. Schneider.....	Troy, N. Y.
Schneider & Macy Drug Co.	
Dr. A. R. L. Dohme.....	Baltimore, Md.
Sharp & Dohme.	
Ludwig Schiff.....	Los Angeles, Cal.
Western Wholesale Drug Co.	
J. H. Cox.....	New Lebanon, N. Y.
The Tilden Co.	
A. E. Neat.....	Louisville, Ky.
Neat-Richardson Drug Co.	

Adolph Mack.....	San Francisco, Cal.
	Mack & Co.
G. W. Wines.....	St. Louis, Mo.
	Larkin & Scheffer Chemical Co.
Theodore Weicker.....	New York City
	Merck & Co.
Richard V. Mattison, M. D.....	Ambler, Pa.
	Keasbey & Mattison Co.
A. B. Lyons, M. D.....	Detroit, Mich.
	Nelson, Baker & Co.
F. H. Arcularius.....	Colorado Springs, Colo.
	Hefley-Arcularius Drug Co.
John Phinizy.....	Augusta, Ga.
	Augusta Drug Co.
E. H. Bindley, Sr.....	Terre Haute, Ind.
	E. H. Bindley & Co.
S. A. Dickson.....	Shreveport, La.
	Morris & Dickson Co.
Horace H. Daboll.....	New London, Conn.
	Nichols & Harris.

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT

Arthur D. Parker, Chairman.....	New Orleans, La.
	Parker-Blake Co.
F. A. Dicks.....	New Orleans, La.
	Finlay, Dicks & Co.
Lucien E. Lyons.....	New Orleans, La.
	I. L. Lyons & Co.
S. C. Dobbs.....	Atlanta, Ga.
	Coca-Cola Co.
H. F. Baker.....	Baltimore, Md.
	Thomsen Chemical Co.
Yancey Bartholow.....	Dallas, Texas
	Texas Drug Co.
P. P. Van Vleet.....	Memphis, Tenn.
	Van Vleet-Mansfield Drug Co.
D. D. Philips.....	Nashville, Tenn.
	Berry, Demoville & Co.
Jno. G. Quin.....	Vicksburg, Miss.
	Quin-Sharpe Drug Co.
R. T. Gibbs.....	Shreveport, La.
	Conger, Kahn & Gibbs Co.
Bradford Hardie.....	Montgomery, Ala.
	Gay, Hardie & Durr.
A. M. Wellington.....	New Orleans, La.
	Sharp & Dohme.

S. P. Nickells.....	New Orleans, La.
William R. Warner & Co.	
H. B. Howell.....	New Orleans, La.
Vermont Chemical Mfg. Co.	
S. G. Steiner.....	New Orleans, La.
Parke, Davis & Co.	
Lee Wiltsee.....	New Orleans, La.
William S. Merrell Chemical Co.	
Milton H. Hickox.....	Dallas, Texas
Mallinckrodt Chemical Works.	
Clarence G. Stone.....	New York City
Lambert Pharmacal Co.	
Harry H. Good.....	New York City
Carter Medicine Co.	
E. W. Grove.....	St. Louis, Mo.
Paris Medicine Co.	
J. A. Patten.....	Chattanooga, Tenn.
Chattanooga Medicine Co.	
C. A. Rucker.....	Atlanta, Ga.
Swift Specific Co.	
Charles F. Cutler.....	Boston, Mass.
Eastern Drug Co.	
William P. Redington.....	San Francisco, Cal.
Redington & Co.	
Edgar D. Taylor.....	Richmond, Va.
Powers-Taylor Drug Co.	
Frank A. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
Thomas P. Cook.....	New York City
New York Quinine and Chemical Works.	
J. E. Toms.....	Indianapolis, Ind.
Secretary N. W. D. A.	

COMMITTEE ON COMMERCIAL TRAVELERS

Charles H. Talcott, Chairman.....	Hartford, Conn.
C. H. Talcott & Co.	
R. H. Bradley.....	Toledo, O.
Walding, Kinnan & Marvin Co.	
W. J. Mooney.....	Indianapolis, Ind.
Mooney-Mueller Drug Co.	
George A. Kelly, Jr.....	Pittsburg, Pa.
George A. Kelly Co.	
A. E. Neat.....	Louisville, Ky.
Neat-Richardson Drug Co.	
J. D. Price.....	Columbus, O.
Orr, Brown & Price.	
N. Ashley Lloyd.....	Cincinnati, O.
Lloyd Bros.	

Charles S. Martin.....	Nashville, Tenn. Spurlock-Neal Co.
W. P. Colburn.....	Peoria, Ill. Colburn, Birks & Co.
Charles S. Leete.....	New Haven, Conn. Charles S. Leete Co.
E. C. McKallor.....	Binghamton, N. Y. Elk Drug Co.
C. C. Leadbeater.....	Alexandria, Va. E. S. Leadbeater & Sons.
James G. Stanley.....	Baltimore, Md. Stanley & Brown Drug Co.
E. F. Yahr.....	Milwaukee, Wis. Yahr & Lange Drug Co.
A. C. Murdoch.....	Parkersburg, W. Va. J. N. Murdoch Co.
F. C. Herrington.....	Burlington, Vt. Burlington Drug Co.
J. T. Kennedy.....	Green Bay, Wis. Kennedy-Suffel Drug Co.
A. H. Williams.....	Utica, N. Y. A. H. Williams & Co.
Dr. W. C. Elliott.....	Paris, Texas Hutcherson-Elliott Drug Co.
H. D. Harle.....	Council Bluffs, Ia. Harle-Haas Drug Co.
Louis G. Clarke.....	Portland, Ore. Woodard, Clarke & Co.

COMMITTEE ON CREDITS AND COLLECTIONS

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George C. McKesson.....	New York City McKesson & Robbins.
Charles F. Cutler.....	Boston, Mass. Eastern Drug Co.
Jno. M. Hinchman.....	Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons.
Samuel R. Kelly.....	Pittsburg, Pa. George A. Kelly Co.
C. W. Wall.....	St. Louis, Mo. Meyer Brothers Drug Co.
Lee M. Hutchins.....	Grand Rapids, Mich. Hazelstine & Perkins Drug Co.
F. S. Churchill.....	Burlington, Iowa Churchill Drug Co.

W. T. Bland.....	Atchison, Kan. McPike Drug Co.
E. H. Cutler.....	St. Paul, Minn. Noyes Bros & Cutler.
George W. Norrell.....	Houston, Tex. Houston Drug Co.
R. O. McBride.....	St. Joseph, Mo. C. D. Smith Drug Co.
J. C. Davis.....	Denver, Colo. Davis-Bridaham Drug Co.
W. C. Shurtleff.....	Chicago, Ill. Morrison, Plummer & Co.
P. P. Van Vleet.....	Memphis, Tenn. Van Vleet-Mansfield Drug Co.
F. W. Braun.....	Los Angeles, Cal. F. W. Braun Co.
A. W. Doland.....	Spokane, Wash. Spokane Drug Co.
Otto Stein.....	Cincinnati, O. Stein-Gray Drug Co.
John W. Durr, Jr.....	Montgomery, Ala. Gay, Hardie & Durr.
Arthur D. Parker.....	New Orleans, La. Parker-Blake Co.
Marion Ward.....	Indianapolis, Ind. Ward Bros. Drug Co.
J. K. Lilly.....	Indianapolis, Ind. Eli Lilly & Co.
Charles H. Talcott.....	Hartford, Conn. C. H. Talcott & Co.
John A. Burgess.....	Charleston, S. C. Charleston Drug Mfg. Co.
R. R. Gwathmey.....	Richmond, Va. Bodeker Drug Co.
John H. Smedley.....	Detroit, Mich. Parke, Davis & Co.
L. Brinckerhoff.....	Seattle, Wash. Pacific Drug Co.
Adam Pfromm.....	Philadelphia, Pa. Pfromm & Kindig.

COMMITTEE ON DRUG MARKET

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George R. Hillier.....	New York City R. Hillier's Son Co.

Charles Weiss.....	New York City
McKesson & Robbins.	
Arthur A. Stilwell.....	New York City
Ed. Bindschadler.....	St. Louis, Mo.
J. S. Merrell Drug Co.	
G. F. Sichelstiel, Jr.....	Pittsburg, Pa.
W. J. Gilmore & Co.	
H. S. Chatfield.....	New York City
Rogers & Pyatt.	
H. J. Woodward.....	Peoria, Ill.
Allaire, Woodward & Co.	
W. T. Gesell.....	New York City
Lehn & Fink.	
George L. Muth.....	Baltimore, Md.
Muth Bros. & Co.	
Emil Levi.....	New York City
C. F. Boehringer & Soehne.	
John Jay Justis.....	Cincinnati, O.
Hale, Justis & Co.	
Ralph P. Hoagland.....	Boston, Mass.
Ralph P. Hoagland Drug Co.	
F. L. E. Gauss.....	Chicago, Ill.
Searle & Hereth Co.	
James G. Shaw.....	New York City
Thurston & Braidich.	
H. J. Braker.....	New York City
H. J. Baker & Bro.	
W. F. Dohmen.....	Milwaukee, Wis.
F. Dohmen Co.	
David M. Cowan.....	Buffalo, N. Y.
Plimpton, Cowan & Co.	

COMMITTEE ON FIRE INSURANCE

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The Tarrant Co.	
Albert Plaut.....	New York City
Lehn & Fink.	
Daniel Myers.....	Cleveland, O.
Benton, Myers & Co.	
E. E. Bruce.....	Omaha, Neb.
E. E. Bruce & Co.	
W. C. McPike.....	Atchison, Kan.
McPike Drug Co.	
H. W. Evans.....	Kansas City, Mo.
Evans-Smith Drug Co.	
F. W. Braun.....	Los Angeles, Cal.
F. W. Braun Co.	

A. B. Stewart.....	Seattle, Wash.
Stewart & Holmes Drug Co.	
D. D. Philips.....	Nashville, Tenn.
Berry, Demoville & Co.	
A. J. More.....	Sioux City, Ia.
Hornick, Hess & More.	
C. H. West.....	St. Louis, Mo.
Moffitt-West Drug Co.	
Alfred Vogeler.....	Cincinnati, O.
Alfred Vogeler Drug Co.	
Fred J. Greene.....	Peoria, Ill.
Barker & Wheeler Co.	
E. M. Ellis.....	Memphis, Tenn.
Hessig-Ellis Drug Co.	
C. F. Polk.....	Troy, N. Y.
Polk & Calder Drug Co.	
William O. Blanding.....	Providence, R. I.
Blanding & Blanding.	
William A. Sailer.....	Philadelphia, Pa.
John Wyeth & Bro.	
J. T. Ligon.....	Anderson, S. C.
Acme Drug Co.	
C. D. Van Zandt.....	Rochester, N. Y.
Paine Drug Co.	
Jno. W. Smart.....	Saginaw, Mich.
Saginaw Valley Drug Co.	
J. G. Smith.....	Savannah, Ga.
Columbia Drug Co.	
Robert T. Gibbs.....	Shreveport, La.
Conger, Kahn & Gibbs Co.	
G. D. Gilman.....	Boston, Mass.
Gilman Bros.	
M. L. Barrett.....	Chicago, Ill.
M. L. Barrett & Co.	
Henry Michaels.....	San Francisco, Cal.
Langley & Michaels Co.	
R. N. McKnight.....	Waco, Tex.
Behrens Drug Co.	
Samuel Eichold.....	Mobile, Ala.
Mobile Drug Co.	

COMMITTEE ON FRATERNAL RELATIONS

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M. Cary Peter.....	Louisville, Ky.
Peter-Bauer Drug Co.	
Jno. B. Purcell.....	Richmond, Va.
Purcell, Ladd & Co.	

Adolph Mack.....	San Francisco, Cal. Mack & Co.
James E. Davis.....	Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons.
Thomas E. Delano.....	New York City The Charles N. Crittenton Co.
L. B. Bridaham.....	Denver, Colo. Davis-Bridaham Drug Co.
J. B. Riley.....	Macon, Ga. Lamar, Taylor & Riley Drug Co.
Charles Cook.....	Portland, Me. Cook, Everett & Pennell.
F. B. Rice.....	Waterbury, Conn. Apothecaries Hall Co.
W. G. Tolleson.....	Spartanburg, S. C. Crutchfield-Tolleson Co.
E. M. Neal.....	Nashville, Tenn. Spurlock-Neal Co.
Charles Blauw.....	Rochester, N. Y. Blauw & Brickner Drug Co.
W. S. Gerity.....	Elmira, N. Y. Gerity Bros.
Fred W. Cook.....	San Antonio, Tex. San Antonio Drug Co.
Carl Leich.....	Evansville, Ind. Charles Leich & Co.
M. P. Jacobs.....	Butte, Mont. Montana Drug Co.
A. J. Albers.....	Knoxville, Tenn. Sanford, Chamberlain & Albers Co.
C. M. Spring.....	Joplin, Mo. C. M. Spring Drug Co.
W. H. King.....	Raleigh, N. C. W. H. King Drug Co.
James McCord.....	La Crosse, Wis.
Edw. S. Malone.....	Oklahoma City, Okla. Alexander Drug Co.
E. A. Brewer.....	Worcester, Mass. Brewer & Co.
Hiram Merritt.....	Newburgh, N. Y. Theodore Merritt's Sons.
D. C. Woodman.....	Concord, N. H. C. H. Martin & Co.
G. Leon Ferrell.....	Baltimore, Md. Ferrell-Kellam Drug Co.
E. C. Will.....	Marshalltown, Ia. McBride & Will Drug Co.
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Lucien B. Hall.....	Cleveland, O. Benton, Myers & Co.
Daniel R. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.
Charles F. Cutler.....	Boston, Mass. Eastern Drug Co.
William O. Blanding.....	Providence, R. I. Blanding & Blanding.
Dr. V. Mott Pierce.....	Buffalo, N. Y. World's Dispensary Medical Association.
Albert Plaut.....	New York City Lehn & Fink.
Dr. A. R. L. Dohme.....	Baltimore, Md. Sharp & Dohme.
Jno. B. Purcell.....	Richmond, Va. Purcell, Ladd & Co.
C. P. Walbridge.....	St. Louis, Mo. J. S. Merrell Drug Co.
D. S. Chamberlain.....	Des Moines, Iowa Chamberlain Medicine Co.
John W. Kennedy.....	Chicago, Ill. E. C. DeWitt & Co.
F. B. Kilmer.....	New Brunswick, N. J. Johnson & Johnson.

COMMITTEE ON MEMBERSHIP

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C. S. Littell.....	New York City R. W. Robinson & Son.
G. Frank Baily.....	Baltimore, Md. James Baily & Son.
W. E. Connell.....	Charleston, W. Va. Kanawha Drug Co.
I. A. Solomons.....	Savannah, Ga. Solomons Company.
Bradford Hardie.....	Montgomery, Ala. Gay, Hardie & Durr.
H. Behrens.....	Waco, Tex. Behrens Drug Co.
C. P. Walbridge.....	St. Louis, Mo. J. S. Merrell Drug Co.

J. W. Morrisson.....	Chicago, Ill.
	Morrisson, Plummer & Co.
J. C. Eliel.....	Minneapolis, Minn.
	Lyman-Eliel Drug Co.
C. S. Thompson.....	Philadelphia, Pa.
	Smith, Kline & French Co.
Robert L. Tye.....	New York City
	Merck & Co.
H. D. Martin.....	St. Louis, Mo.
	Mallinckrodt Chemical Works.
C. S. Jones.....	Philadelphia, Pa.
	Powers & Weightman.

COMMITTEE ON MEMORIALS OF DECEASED MEMBERS

James F. Cowee, Chairman.....	Troy, N. Y.
	John L. Thompson, Sons & Co.
C. F. G. Meyer.....	St. Louis, Mo.
	Meyer Brothers Drug Co.
Charles W. Snow.....	Syracuse, N. Y.
	C. W. Snow & Co.
A. W. Claflin.....	Providence, R. I.
	George L. Claflin & Co.
R. W. Powers.....	Richmond, Va.
	Powers-Taylor Drug Co.
Charles Hubbard.....	Syracuse, N. Y.
	Charles Hubbard, Son & Co.
C. H. Osgood.....	Norwich, Conn.
	Charles Osgood & Co.
Albert Bruen.....	New York City
	Bruen, Ritchey & Co.
John A. Gilman.....	Boston, Mass.
	Gilman Brothers.
A. S. Raymond.....	Lincoln, Neb.
	Lincoln Drug Co.
A. Kiefer.....	Indianapolis, Ind.
	A. Kiefer Drug Co.
George L. Fogg.....	Portland, Me.
	J. W. Perkins Co.
Thomas E. Shoemaker.....	Philadelphia, Pa.
	Robert Shoemaker & Co.
Charles H. Pettet.....	Louisville, Ky.
	Robinson-Pettet Co.
W. D. Lamar.....	Macon, Ga.
	Lamar, Taylor & Riley Drug Co.
Aldo Sommer.....	Quincy, Ill.
	Aldo Sommer's Drug Co.

Jno. H. Jacobs.....	Fort Wayne, Ind.
	Fort Wayne Drug Co.
Charles W. Whittlesey.....	New Haven, Conn.
	Charles W. Whittlesey Co.

COMMITTEE ON PAINTS, OILS AND GLASS

Charles E. Potts, Chairman.....	Wichita, Kan.
	C. E. Potts Drug Co.
William Scott.....	Indianapolis, Ind.
	Daniel Stewart Co.
M. E. Sherman.....	Des Moines, Ia.
	Des Moines Drug Co.
Thomas F. Van Natta.....	St. Joseph, Mo.
	Van Natta-Lynds Drug Co.
H. H. Horton.....	Lynchburg, Va.
	Strother Drug Co.
W. C. McPike.....	Atchison, Kan.
	McPike Drug Co.
A. R. Olney.....	Clinton, Ia.
	Olney & McDaid.
Thomas Neal.....	Detroit, Mich.
	Acme White Lead and Color Works.
Benjamin C. Hartz.....	Rock Island, Ill.
	Hartz & Bahnsen Co.
C. D. Wangler.....	Waterloo, Ia.
	Wangler Drug Co.
J. S. Farrand, Jr.....	Detroit, Mich.
	Farrand, Williams & Clark.
Paul G. Schuh.....	Cairo, Ill.
	Schuh Drug Co.
Walter V. Smith.....	Philadelphia, Pa.
	Valentine H. Smith & Co.
H. H. Arrington.....	Rome, Ga.
	Curry-Arrington Co.
H. S. Crispell.....	Kingston, N. Y.
	H. S. Crispell Co.
W. B. Young.....	Norwich, Conn.
	Lee & Osgood Co.
Charles D. Knoefel.....	New Albany, Ind.
J. E. Goold.....	Portland, Me.
	J. E. Goold & Co.
John H. Sheehan.....	Utica, N. Y.
	John H. Sheehan & Co.
Samuel Felt.....	Watertown, N. Y.
	The Samuel Felt Co.

COMMITTEE ON PASSENGER RATES AND ROUTES

Thomas P. Cook, Chairman.....	New York City New York Quinine and Chemical Works.
Charles F. Cutler.....	Boston, Mass. Eastern Drug Co.
Romaine Pierson.....	Chicago, Ill. "American Druggist."
Edward H. Buehler.....	Chicago, Ill.
E. J. Schall.....	St. Louis, Mo. Meyer Brothers Drug Co.
Fred W. Sultan.....	St. Louis, Mo. Peacock Chemical Co.
Henry D. Faxon.....	Kansas City, Mo. Faxon, Horton & Gallagher.
L. B. Bridaham.....	Denver, Colo. Davis-Bridaham Drug Co.
Fred S. Kellogg.....	San Francisco, Cal. Mack & Co.
John W. Durr, Jr.....	Montgomery, Ala. Gay, Hardie & Durr.
S. C. Dobbs.....	Atlanta, Ga. Coco-Cola Company.
F. G. Beckman.....	Indianapolis, Ind. A. Kiefer Drug Co.
Lucien E. Lyons.....	New Orleans, La. I. L. Lyons & Co.
Winthrop G. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.
Albert Kronkrosy.....	San Antonio, Tex. San Antonio Drug Co.
L. L. Pope.....	Cleveland, O. Lawrence-Williams Co.

COMMITTEE ON PROPRIETARY GOODS

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F. E. Holliday, Vice-Chairman.....	Indianapolis, Ind.
J. E. Toms, Secretary.....	Indianapolis, Ind.
M. N. Kline.....	Philadelphia, Pa. Smith, Kline & French Co.
Frank A. Faxon.....	Kansas City, Mo. Faxon, Horton & Gallagher.
Daniel R. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.

J. C. Eliel.....	Minneapolis, Minn. Lyman-Eliel Drug Co.
Jno. B. Purcell.....	Richmond, Va. Purcell, Ladd & Co.
Charles F. Weller.....	Omaha, Neb. Richardson Drug Co.
William J. Walker.....	Albany, N. Y. Walker & Gibson.
W. J. Walding.....	Toledo, O. Walding, Kinnan & Marvin Co.
W. A. Hover.....	Denver, Colo. W. A. Hover & Co.
Fred L. Carter.....	Boston, Mass. Carter, Carter & Meigs.
E. D. Taylor.....	Richmond, Va. Powers-Taylor Drug Co.
W. J. Murray.....	Columbia, S. C. Murray Drug Co.
James W. Morrisson.....	Chicago, Ill. Morrisson, Plummer & Co.
M. Cary Peter.....	Louisville, Ky. Peter-Bauer Drug Co.
Lucien B. Hall.....	Cleveland, O. Benton, Myers & Co.
Theodore F. Meyer.....	St. Louis, Mo. Meyer Brothers Drug Co.
Charles S. Martin.....	Nashville, Tenn. Spurlock-Neal Co.
F. A. Dicks.....	New Orleans, La. Finlay, Dicks & Co.
L. A. Lange.....	Milwaukee, Wis. Yahr & Lange Drug Co.
H. B. Fairchild.....	Grand Rapids, Mich. Hazeltine & Perkins Drug Co.
C. F. Michaels.....	San Francisco, Cal. Langley & Michaels Co.
Albert Plaut.....	New York City Lehn & Fink.
William Jay Schieffelin.....	New York City Schieffelin & Co.
I. S. Coffin.....	New York City Coffin, Redington & Co.
Dr. R. V. Pierce.....	Buffalo, N. Y. World's Dispensary Medical Association.

COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTERSTATE

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R. H. Bradley.....	Toledo, O. O. K. & I. Drug Exchange.
Ben Exley.....	Wheeling, W. Va. Ohio Valley Drug Club.
H. B. Fairchild.....	Grand Rapids, Mich. Lake Erie Drug Club.
W. T. Harper, Jr.....	Ottumwa, Iowa Mississippi Valley Drug Club.
L. M. Smith.....	St. Joseph, Mo. Jobbers' Social Club.
H. H. Sinnige.....	Birmingham, Ala. Southern Drug Club.
John M. Scott.....	Charlotte, N. C. South Atlantic Drug Club.
R. H. Bennett, Jr.....	San Francisco, Cal. Pacific Drug Exchange.
C. F. Shoemaker.....	Philadelphia, Pa. Shoemaker & Busch.
James W. Morrisson.....	Chicago, Ill. Morrisson, Plummer & Co.
Charles Hubbard.....	Syracuse, N. Y. Charles Hubbard, Son & Co.
Albert Plaut.....	New York City Lehn & Fink.

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George A. Newman.....	Louisville, Ky. California Fig Syrup Co.
William C. Brown.....	Columbus, O. Orr, Brown & Price.
Willis A. Bailey.....	Zanesville, O. Bailey Drug Co.
W. H. Hall.....	New York City Hall & Ruckel.
Sturgis Coffin.....	New York City Ladd & Coffin.
William H. Gove.....	Lynn, Mass. Lydia E. Pinkham Medicine Co.

Charles C. Goodwin.....	Boston, Mass.
Eastern Drug Co.	
F. B. Shedd.....	Lowell, Mass.
E. W. Hoyt & Co.	
Frank A. Ruf.....	St. Louis, Mo.
Antikamnia Chemical Co.	
J. Carl Jackson.....	Lockport, N. Y.
Merchant's Gargling Oil Co.	
O. C. Pinckney.....	New York City
Himrod Mfg. Co.	
W. A. Talbott.....	Warren, Pa.
The Piso Company.	
J. R. Kathrens.....	Milwaukee, Wis.
Pabst Brewing Co.	
A. Lee Robinson.....	Louisville, Ky.
Robinson-Pettet Co.	
Edward A. Hay.....	Portland, Me.
H. H. Hay's Sons.	
Joseph F. Hindes.....	Baltimore, Md.
Emerson Drug Co.	
O. E. Foster.....	Buffalo, N. Y.
Foster-Milburn Co.	
Oscar Wakefield.....	Bloomington, Ill.
C. Wakefield & Co.	

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Meyer Brothers Drug Co.	
Charles F. Weller.....	Omaha, Neb.
Richardson Drug Co.	
C. P. Walbridge.....	St. Louis, Mo.
J. S. Merrell Drug Co.	
F. W. Braun.....	Los Angeles, Cal.
F. W. Braun Co.	
J. T. Doster.....	Birmingham, Ala.
Doster-Northington Drug Co.	
George E. Taylor.....	Pueblo, Colo.
Thomas Sisson.....	Hartford, Conn.
T. Sisson & Co.	
F. S. Churchill.....	Burlington, Iowa
Churchill Drug Co.	
Charles E. Potts.....	Wichita, Kan.
C. E. Potts Drug Co.	
James E. Davis.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
F. T. Christie.....	Jacksonville, Fla.
Christie-Groover Drug Co.	

L. W. Leithhead.....	Duluth, Minn.
L. W. Leithhead Drug Co.	
William S. Mersereau.....	New York City
Schieffelin & Co.	
J. A. Gallagher.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
E. L. Strong.....	Cleveland, O.
Strong, Cobb & Co.	
L. Blumauer.....	Portland, Ore.
Blumauer-Frank Drug Co.	
Samuel Dempster.....	Pittsburg, Pa.
W. J. Gilmore & Co.	
A. J. Geer.....	Charleston, S. C.
Geer Drug Co.	
W. A. Nelden.....	Salt Lake City, Utah
Nelden-Judson Drug Co.	
G. G. Minor.....	Richmond, Va.
Owens & Minor Drug Co.	
Charles A. Jerman.....	Milwaukee, Wis.
Jerman, Pflueger & Kuehmsted Co.	
William Geary.....	Sacramento, Cal.
Kirk, Geary & Co.	
D. C. Chapman.....	Knoxville, Tenn.
Chapman, White, Lyons Co.	
J. G. Davis.....	Sherman, Tex.
Greiner-Kelly Drug Co.	
Oscar Lillybeck.....	Memphis, Tenn.
Lillybeck Drug Co.	

SPECIAL COMMITTEE ON BOX AND CARTAGE

J. C. Eliel, Chairman.....	Minneapolis, Minn.
Lyman-Eliel Drug Co.	
Frank A. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
William J. Walding.....	Toledo, O.
Walding, Kinnan & Marvin Co.	
M. Cary Peter.....	Louisville, Ky.
Peter-Bauer Drug Co.	

SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS

Robert L. Tye, Chairman.....	New York City
Merck & Co.	
Frank S. Henry.....	Cleveland, O.
Williams Mfg. Co.	
L. R. Dronberger.....	St. Louis, Mo.
Mallinckrodt Chemical Works.	

Fred M. Odena.....	Detroit, Mich.
Parke, Davis & Co.	
P. R. Lance.....	Philadelphia, Pa.
William R. Warner & Co.	
D. Y. Wheeler.....	Omaha, Neb.
Richardson Drug Co.	
Franklin Black.....	New York City
Charles Pfizer & Co.	
R. S. Johnston.....	New York City
Merck & Co.	
Alexander R. Lewis.....	New Brunswick, N. J.
Johnson & Johnson.	
B. T. Van Alen.....	Chicago, Ill.
C. F. Boehringer & Soehne.	
Edward H. Buehler.....	Chicago, Ill.
S. H. Carrigan.....	New York City
Parke, Davis & Co.	
Frederick B. Perry.....	New York City
Powers & Weightman.	
J. S. Campbell.....	Philadelphia, Pa.
John Wyeth & Bro.	

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Strong, Cobb & Co.	
C. F. Shoemaker.....	Philadelphia, Pa.
Shoemaker & Busch.	
William J. Walker.....	Albany, N. Y.
Walker & Gibson.	
John N. Carey.....	Indianapolis, Ind.
Daniel Stewart Co.	
Lucien B. Hall.....	Cleveland, O.
Benton, Myers & Co.	

SPECIAL COMMITTEE ON PARIS GREEN

Alanson S. Brooks, Chairman.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
William J. Walker.....	Albany, N. Y.
Walker & Gibson.	
R. P. Rowe.....	New York City
National Lead Company.	

SPECIAL COMMITTEE ON PHARMACEUTICAL PREPARATIONS

William J. Walding, Chairman.....	Toledo, O.
Walding, Kinnan & Marvin Co.	
William J. Walker.....	Albany, N. Y.
Walker & Gibson.	
Frank A. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
J. C. Eliel.....	Minneapolis, Minn.
Lyman-Eliel Drug Co.	

SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS

M. N. Kline, Chairman.....	Philadelphia, Pa.
Smith, Kline & French Co.	
Thomas F. Main.....	New York City
The Tarrant Company.	
I. S. Coffin.....	New York City
Coffin, Redington & Co.	

DELEGATES TO OTHER ASSOCIATIONS

1904

AMERICAN PHARMACEUTICAL ASSOCIATION

MEETING AT KANSAS CITY, MO., SEPTEMBER 5, 1904.

Frank A. Faxon.....	Kansas City, Mo. Faxon, Horton & Gallagher.
Henry W. Evans.....	Kansas City, Mo. Evans-Smith Drug Co.
Theo. F. Meyer.....	St. Louis, Mo. Meyer Brothers Drug Co.
C. P. Walbridge.....	St. Louis, Mo. J. S. Merrell Drug Co.
C. H. West.....	St. Louis, Mo. Moffitt-West Drug Co.
Thos. F. Van Natta.....	St. Joseph, Mo. Van Natta-Lynds Drug Co.
L. M. Smith.....	St. Joseph, Mo. C. D. Smith Drug Co.
W. C. McPike.....	Atchison, Kan. The McPike Drug Co.

(Delegates to the National Association of Retail Druggists and the Proprietary Association of America will be appointed after the selection of their meeting places.)

STATE PHARMACEUTICAL ASSOCIATIONS

ALABAMA

Samuel Eichold.....	Mobile, Ala. Mobile Drug Co.
Bradford Hardie.....	Montgomery, Ala. Gay, Hardie & Durr.
J. T. Doster.....	Birmingham, Ala. Doster-Northington Drug Co.

ARKANSAS

C. F. Shepherd.....	Memphis, Tenn. Van Vleet-Mansfield Drug Co.
George R. Merrell.....	St. Louis, Mo. J. S. Merrell Drug Co.
J. W. Keyes.....	Memphis, Tenn. The Hessig-Ellis Drug Co.

COLORADO

W. A. Hover.....	Denver, Colo.
W. A. Hover & Co.	
L. B. Bridaham.....	Denver, Colo.
The Davis-Bridaham Drug Co.	
R. H. Hefley.....	Colorado Springs, Colo.
Hefley-Arcularius Drug Co.	

CONNECTICUT

Chas. W. Whittlesey.....	New Haven, Conn.
The Chas. W. Whittlesey Co.	
Charles H. Talcott.....	Hartford, Conn.
C. H. Talcott & Company.	
W. B. Young.....	Norwich, Conn.
The Lee & Osgood Co.	

DELAWARE

Charles F. Husted.....	Baltimore, Md.
Henry B. Gilpin Co.	
Dr. A. W. Miller.....	Philadelphia, Pa.
Aschenbach & Miller	
Thos. E. Shoemaker.....	Philadelphia, Pa.
Robert Shoemaker & Co.	

GEORGIA

W. B. Marks.....	Augusta, Ga.
Augusta Drug Co.	
J. B. Riley.....	Macon, Ga.
Lamar, Taylor & Riley Drug Co.	
I. A. Solomons.....	Savannah, Ga.
Solomons Company.	

ILLINOIS

James W. Morrisson.....	Chicago, Ill.
Morrisson, Plummer & Co.	
W. P. Colburn.....	Peoria, Ill.
Colburn, Birks & Co.	
Aldo Sommer.....	Quincy, Ill.
Aldo Sommer's Drug Co.	

INDIANA

John H. Jacobs.....	Fort Wayne, Ind.
Fort Wayne Drug Co.	
M. P. Lynch.....	Indianapolis, Ind.
A. Kiefer Drug Co.	
William J. Mooney.....	Indianapolis, Ind.
Mooney-Mueller Drug Co.	

INDIAN TERRITORY

Geo. W. Evans.....	Kansas City, Mo.
Evans-Smith Drug Co.	
J. G. Davis.....	Sherman, Texas
Greiner-Kelly Drug Co.	
Dr. W. C. Elliott.....	Paris, Texas
Hutcherson-Elliott Drug Co.	

IOWA

H. D. Harle.....	Council Bluffs, Iowa
Harle-Haas Drug Co.	
A. J. More.....	Sioux City, Iowa
Hornick, Hess & More.	
M. E. Sherman.....	Des Moines, Iowa
Des Moines Drug Co.	

KANSAS

W. T. Bland.....	Atchison, Kan.
The McPike Drug Co.	
Henry D. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
Thos. F. Van Natta.....	St. Joseph, Mo.
Van Natta-Lynds Drug Co.	

KENTUCKY

Chas. P. Frick.....	Louisville, Ky.
Robinson-Pettet Co.	
E. H. Cary.....	Louisville, Ky.
Peter-Bauer Drug Co.	
B. C. Neat.....	Louisville, Ky.
Neat-Richardson Drug Co.	

LOUISIANA

A. D. Parker.....	New Orleans, La.
The Parker-Blake Co.	
William D. Dow.....	New Orleans, La.
Finlay, Dicks & Co.	
Robert T. Gibbs.....	Shreveport, La.
Conger, Kahn & Gibbs Co.	

MAINE

H. B. Pennell.....	Portland, Maine
Cook, Everett & Pennell.	
Charles M. Hay.....	Portland, Maine
H. H. Hay's Sons.	
William P. Millay.....	Portland, Maine
John W. Perkins Co.	

MARYLAND

James G. Stanley.....	Baltimore, Md.
Stanley & Brown Drug Co.	
G. Frank Baily.....	Baltimore, Md.
James Baily & Son.	
John C. Muth.....	Baltimore, Md.
Muth Brothers & Co.	

MASSACHUSETTS

Joseph E. Meigs.....	Boston, Mass.
Carter, Carter & Meigs.	
George F. Kellogg.....	Boston, Mass.
Eastern Drug Co.	
John A. Gilman.....	Boston, Mass.
Gilman Brothers.	

MICHIGAN

Lee M. Hutchins.....	Grand Rapids, Mich.
Hazeltine & Perkins Drug Co.	
F. E. Bogart.....	Detroit, Mich.
Farrand, Williams & Clark.	
James E. Davis.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	

MINNESOTA

Charles P. Noyes.....	St. Paul, Minn.
Noyes Bros. & Cutler.	
J. C. Eliel.....	Minneapolis, Minn.
Lyman-Eliel Drug Co.	
L. W. Leithhead.....	Duluth, Minn.
L. W. Leithhead Drug Co.	

MISSISSIPPI

J. C. Lyons.....	New Orleans, La.
I. L. Lyons & Co.	
F. A. Dicks.....	New Orleans, La.
Finlay, Dicks & Co.	
Oscar Lillybeck.....	Memphis, Tenn.
Lillybeck Drug Co.	

MISSOURI

Henry W. Evans.....	Kansas City, Mo.
Evans-Smith Drug Co.	
L. M. Smith.....	St. Joseph, Mo.
C. D. Smith Drug Co.	
G. J. Meyer.....	St. Louis, Mo.
Meyer Brothers Drug Co.	

MONTANA

M. P. Jacobs.....	Butte, Mont.
	Montana Drug Co.
H. H. Eliel.....	Minneapolis, Minn.
	Lyman-Eliel Drug Co.
Winthrop G. Noyes.....	St. Paul, Minn.
	Noyes Bros. & Cutler.

NEBRASKA

Charles F. Weller.....	Omaha, Neb.
	Richardson Drug Co.
E. E. Bruce.....	Omaha, Neb.
	E. E. Bruce & Co.
S. C. Mills.....	Lincoln, Neb.
	Lincoln Drug Co.

NEW HAMPSHIRE

D. C. Woodman.....	Concord, N. H.
	C. H. Martin & Co.
Joseph E. Goold.....	Portland, Maine
	J. E. Goold & Co.
G. W. Thompson.....	Boston, Mass.
	Ralph P. Hoagland Drug Co.

NEW JERSEY

William P. Ritchey.....	New York
	Bruen, Ritchey & Co.
Charles S. Littell.....	New York
	R. W. Robinson & Son.
Walter V. Smith.....	Philadelphia, Pa.
	Valentine H. Smith & Co.

NEW YORK

Geo. C. McKesson.....	New York
	McKesson & Robbins.
William S. Mersereau.....	New York
	Schieffelin & Co.
Joseph Plaut.....	New York
	Lehn & Fink.

NORTH CAROLINA

Jno. M. Scott.....	Charlotte, N. C.
	Jno. M. Scott & Co.
W. H. King.....	Raleigh, N. C.
	W. H. King Drug Co.
A. L. Crutchfield.....	Spartanburg, S. C.
	Crutchfield-Tolleson Co.

NORTH DAKOTA

H. H. Eliel.....	Minneapolis, Minn.
Lyman-Eliel Drug Co.	
Thomas E. Ludington.....	St. Paul, Minn.
Noyes Bros. & Cutler.	
L. W. Leithhead.....	Duluth, Minn.
L. W. Leithhead Drug Co.	

OHIO

Otto Stein.....	Cincinnati, O.
The Stein-Gray Drug Co.	
Geo. B. Kauffman.....	Columbus, O.
The Kauffman-Lattimer Co.	
Willis A. Bailey.....	Zanesville, O.
The Bailey Drug Co.	

OKLAHOMA

Edward S. Malone.....	Oklahoma City, Okla.
Alexander Drug Co.	
Charles E. Potts.....	Wichita, Kan.
The C. E. Potts Drug Co.	
J. A. Gallagher.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	

OREGON

E. H. Lauer.....	Portland, Ore.
Blumauer-Frank Drug Co.	
William F. Woodward.....	Portland, Ore.
Woodard, Clarke & Co.	
C. F. Michaels.....	San Francisco, Cal.
Langley & Michaels Co.	

PENNSYLVANIA

M. N. Kline.....	Philadelphia, Pa.
Smith, Kline & French Co.	
Miers Busch.....	Philadelphia, Pa.
Shoemaker & Busch.	
George A. Kelly, Jr.....	Pittsburg, Pa.
George A. Kelly Co.	

RHODE ISLAND.

William O. Blanding.....	Providence, R. I.
Blanding & Blanding.	
Arthur W. Claflin.....	Providence, R. I.
Geo. L. Claflin & Co.	
Bernard Jenney, Jr.....	Boston, Mass.
Eastern Drug Co.	

SOUTH CAROLINA

Andrew J. Geer.....	Charleston, S. C.
The Geer Drug Co.	
Jno. A. Burgess.....	Charleston, S. C.
Charleston Drug Mfg. Co.	
W. J. Murray.....	Columbia, S. C.
The Murray Drug Co.	

SOUTH DAKOTA

A. J. More.....	Sioux City, Iowa
Hornick, Hess & More.	
C. E. Bedwell.....	Omaha, Neb.
E. E. Bruce & Co.	
Harry S. Weller.....	Omaha, Neb.
Richardson Drug Co.	

TENNESSEE

D. D. Philips.....	Nashville, Tenn.
Berry, Demoville & Co.	
J. R. Tague.....	Memphis, Tenn.
Van Vleet-Mansfield Drug Co.	
D. C. Chapman.....	Knoxville, Tenn.
Chapman, White, Lyons Co.	

TEXAS

Geo. W. Norrell.....	Houston, Texas
Houston Drug Co.	
R. N. McKnight.....	Waco, Texas
The Behrens Drug Co.	
Fred W. Cook.....	San Antonio, Texas
San Antonio Drug Co.	

VERMONT

F. C. Herrington.....Burlington, Vt.
Burlington Drug Co.
Charles Gibson.....Albany, N. Y.
Walker & Gibson.
C. F. Polk.....Troy, N. Y.
Polk & Calder Drug Co.

VIRGINIA

Otho O. Owens.....	Richmond, Va.
The Bodeker Drug Co.	
D. M. Penick.....	Lynchburg, Va.
Strother Drug Co.	
Clarence C. Leadbeater.....	Alexandria, Va.
E. S. Leadbeater & Sons.	

WASHINGTON

A. B. Stewart.....	Seattle, Wash.
Stewart & Holmes Drug Co.	
E. L. Nicholson.....	Seattle, Wash.
Pacific Drug Co.	
A. W. Doland.....	Spokane, Wash.
Spokane Drug Co.	

WISCONSIN

E. F. Yahr.....	Milwaukee, Wis.
Yahr & Lange Drug Co.	
Henry Dohmen.....	Milwaukee, Wis.
The F. Dohmen Co.	
John T. Kennedy.....	Green Bay, Wis.
Kennedy-Suffel Drug Co.	

WYOMING

W. A. Nelden.....	Salt Lake City, Utah
Nelden-Judson Drug Co.	
W. A. Hover.....	Denver, Colo.
W. A. Hover & Co.	
J. C. Davis.....	Denver, Colo.
The Davis-Bridaham Drug Co.	

ACTIVE MEMBERS

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Members are requested to report any inaccuracies in these lists and to notify the Secretary of all changes in the style of firm or corporation and in the names of members or officers.

ALABAMA

BIRMINGHAM

DOSTER-NORTHINGTON DRUG CO.

J. T. Doster, President.

F. D. Nabers, Vice-President.

M. P. Northington, Treasurer.

W. A. Davies, Secretary.

MOBILE

MOBILE DRUG CO.

Samuel Eichold, President.

Norborne R. Clark, Secretary.

MONTGOMERY

GAY, HARDIE & DURR.

Charles L. Gay.

Bradford Hardie.

John W. Durr, Jr.

CALIFORNIA

LOS ANGELES

BRAUN COMPANY, F. W.

F. W. Braun, President and General Manager.

L. N. Brunswig, First Vice-President.

G. Knecht, Second Vice-President.

Wm. Kennedy, Secretary & Treasurer.

(Branch Houses at San Diego and San Francisco,
Cal.)

ACTIVE MEMBERS—Continued.

LOS ANGELES—Continued.

WESTERN WHOLESALE DRUG CO.

H. M. Sale, President.

L. D. Sale, Vice-President.

A. H. Braly, Treasurer.

L. Schiff, Secretary.

SACRAMENTO

KIRK, GEARY & Co.

Mrs. H. C. Kirk.

Wm. Geary.

Agnes Kirk.

H. S. Kirk.

SAN FRANCISCO

CALIFORNIA FIG SYRUP CO.

R. E. Queen, General Manager, San Francisco.

Geo. A. Newman, Gen'l Eastern Agt., Louisville, Ky.

Coffin, Redington & Co., Agents, 30 Cliff St., New York.

LANGLEY & MICHAELS Co.

Henry Michaels, President.

Robt. Watt, Vice-President.

C. F. Michaels, Treasurer.

F. T. Norton, Secretary.

MACK & Co.

Adolph Mack.

Leon Guggenhime.

Fred S. Kellogg.

ACTIVE MEMBERS—Continued.

SAN FRANCISCO—Continued.

REDINGTON & Co.

William P. Redington.

Christian W. Smith.

Isaac S. Coffin, New York.

(New York House, Coffin, Redington & Co., 30
Cliff St.)

COLORADO

COLORADO SPRINGS

HEFLEY-ARCULARIUS DRUG Co., THE

F. H. Arcularius, President.

W. J. Hefley, Vice-President.

R. H. Hefley, Secretary & Treasurer.

DENVER

DAVIS-BRIDAHAM DRUG Co., THE

J. C. Davis, President.

L. B. Bridaham, Vice-President & General Manager.

F. L. Andrews, Secretary.

HOVER & Co., W. A.

W. A. Hover.

C. L. Hover.

H. M. Harding.

PUEBLO

TAYLOR, GEORGE E.

CONNECTICUT

HARTFORD

SISSON & Co., T.

Thomas Sisson.

George P. Chandler.

TALCOTT & COMPANY, C. H.

Charles H. Talcott, Sole Proprietor.

ACTIVE MEMBERS—Continued.

NEW HAVEN

LEETE Co., THE CHAS. S.

Charles S. Leete, President.

Jeremiah B. Leete, Treasurer.

H. C. Chamberlain, Secretary.

WHITTLESEY Co., THE CHAS. W.

C. W. Whittlesey, President & General Manager.

A. D. deBussy, Secretary & Treasurer.

F. A. Wolff, Asst. General Manager.

NEW LONDON

NICHOLS & HARRIS

Horace H. Daboll.

Martha R. Harris.

NORWICH

LEE & OSGOOD Co., THE

W. B. Young, President & Manager.

J. G. Burnett, Treasurer.

OSGOOD & Co., CHAS.

C. H. Osgood, Proprietor.

WATERBURY

APOTHECARIES HALL Co.

F. B. Rice, President.

Isaac P. Kellogg, Treasurer.

Newton C. Smith, Asst. Treasurer.

Levi Wilcox, Secretary.

A. S. Clark, Asst. Secretary.

FLORIDA

JACKSONVILLE

CHRISTIE-GROOVER DRUG Co., THE

Flavius T. Christie, President.

Frank C. Groover, Vice-President.

Marshall W. Stewart, Secretary & Treasurer.

ACTIVE MEMBERS—Continued.

GEORGIA

ATLANTA

LAMAR & RANKIN DRUG Co., THE

W. D. Lamar, President.

R. R. Evans, Vice-President.

H. A. Read, Treasurer.

A. M. Reid, Secretary.

W. A. Martin, Asst. Secretary.

AUGUSTA

AUGUSTA DRUG Co.

John Phinizy, President.

N. L. Willet, Vice-President.

W. B. Marks, General Manager.

John W. Haley, Secretary & Treasurer.

MACON

LAMAR, TAYLOR & RILEY DRUG Co.

R. J. Taylor, President.

W. D. Lamar, Vice-President.

C. C. McPhail, Secretary & Treasurer.

J. B. Riley, Manager.

ROME

CURRY-ARRINGTON Co.

D. W. Curry, President.

H. H. Arrington, Secretary & Treasurer.

SAVANNAH

* COLUMBIA DRUG Co.

A. E. Smith, President.

J. G. Smith, Secretary & Treasurer.

SOLOMONS COMPANY

J. M. Solomons, President.

I. A. Solomons, Vice-President & Manager.

ACTIVE MEMBERS—Continued.

ILLINOIS

BLOOMINGTON

WAKEFIELD & Co., C.

Oscar Wakefield, Manager.

Dr. Homer Wakefield.

Mrs. Emma W. Eddy.

Mrs. Hattie W. Brady.

CAIRO

SCHUH DRUG COMPANY

Paul G. Schuh, President & Treasurer.

Harry W. Schuh, Vice-President & Manager.

Walter Denzel, Secretary.

CHICAGO

MORRISON, PLUMMER & Co.

James W. Morrison, President.

Elgar G. Hibberd, First Vice-President.

Walter H. Atwater, Treasurer.

Wilford C. Shurtleff, Secretary & Sec. Vice-Pres.

SEARLE & HERETH Co., THE

G. D. Searle, President.

F. S. Hereth, Vice-President.

O. T. Eastman, Treasurer.

F. L. E. Gauss, Secretary.

PEORIA

ALLAIRE, WOODWARD & Co.

James A. Smith, President & General Manager.

H. J. Woodward, Vice-President.

J. N. Ward, Secretary.

Eliot Callender, Treasurer.

ACTIVE MEMBERS—Continued.

PEORIA—Continued.

BARKER & WHEELER Co.

Walter Barker, President.

C. R. Wheeler, Vice-President.

F. L. Horn, Second Vice-President.

A. J. Tapping, Secretary.

F. J. Greene, Treasurer & Manager.

COLBURN, BIRKS & Co.

W. P. Colburn, President.

Henry Simoneau, Vice-President.

John Birks, Treasurer.

G. De F. Kinney, Secretary.

QUINCY

SOMMER'S DRUG Co., ALDO

Aldo Sommer, President.

C. E. Lionberger, Vice-President.

Philip Schanz, Secretary.

ROCK ISLAND

HARTZ & BAHNSEN Co.

B. C. Hartz, President.

F. W. Bahnsen, Vice-President.

I. S. White, Secretary & Treasurer.

INDIANA

EVANSVILLE

LEICH & Co., CHAS.

Charles Leich.

Carl Leich.

ACTIVE MEMBERS—Continued.

FORT WAYNE

FORT WAYNE DRUG CO.

Henry C. Paul, President.

John H. Jacobs, Vice-President.

Henry J. Bowerfind, Secretary.

Fred G. Landenberger, Treasurer.

INDIANAPOLIS

KIEFER DRUG CO., A.

Augustus Kiefer, President.

G. Barrett Moxley, First Vice-President.

M. P. Lynch, Second Vice-President.

J. Edward Stilz, Secretary & Treasurer.

MOONEY-MUELLER DRUG CO.

William J. Mooney, President.

J. George Mueller, Secretary & Treasurer.

STEWART CO., DANIEL

John N. Carey.

William Scott.

M. S. Carey.

M. S. Scott.

WARD BROS. DRUG CO.

Marion Ward, Treasurer.

C. S. Dearborn, Secretary.

NEW ALBANY

KNOEFEL, CHAS. D.

TERRE HAUTE

BINDLEY & Co., E. H.

E. H. Bindley, Sr.

E. H. Bindley, Jr.

J. B. Bindley.

ACTIVE MEMBERS—Continued.

IOWA

BURLINGTON

CHURCHILL DRUG CO.

F. S. Churchill, President.

C. P. Squires, Vice-President.

A. T. Churchill, Secretary & Treasurer.

H. Bouquet, Assistant Secretary.

(Associate House at Cedar Rapids, Ia.)

CLINTON

OLNEY & McDAID

A. R. Olney, President & Treasurer.

G. D. McDaid, Vice-President & Secretary.

COUNCIL BLUFFS

HARLE-HAAS DRUG CO.

Willoby Dye, President.

H. Z. Haas, Vice-President.

S. S. Elliott, Secretary.

H. D. Harle, General Manager & Treasurer.

DES MOINES

DES MOINES DRUG CO.

H. L. Spencer, President.

G. N. Spencer, Vice-President.

M. E. Sherman, Secretary, Treasurer & Manager.

MARSHALLTOWN

McBRIDE & WILL DRUG CO.

W. S. McBride, President.

Christene Will, Vice-President.

R. W. McBride, Secretary.

E. C. Will, Treasurer.

ACTIVE MEMBERS—Continued.

OTTUMWA

EDGERLY & Co., J. W.

W. T. Harper, Jr., President.

A. S. Udell, Vice-President.

Dr. E. T. Edgerly, Secretary & Treasurer.

SIOUX CITY

HORNICK, HESS & MORE

John Hornick, President.

A. J. More, Vice-President.

S. H. Hess, Secretary & Treasurer.

WATERLOO

WANGLER DRUG CO.

C. D. Wangler, President.

P. J. Martin, Vice-President.

N. O. Munger, Treasurer.

J. F. Burns, Secretary.

KANSAS

ATCHISON

McPIKE DRUG CO., THE

W. C. McPike, President.

W. T. Bland, Vice-President.

T. M. Walker, Secretary & Treasurer.

WICHITA

POTTS DRUG CO., THE C. E.

Charles E. Potts, President.

Wm. E. Bailey, Vice-President.

F. E. Evans, Secretary.

Frank Redfield, Treasurer.

ACTIVE MEMBERS—Continued.

KENTUCKY

LOUISVILLE

NEAT-RICHARDSON DRUG CO.

A. E. Neat, President.

W. H. Richardson, Vice-President.

B. C. Neat, General Manager.

O. C. Richardson, Secretary & Treasurer.

PETER-BAUER DRUG CO.

M. Cary Peter, President.

Chas. C. Stoll, Vice-President.

Jas. K. Davidson, Treasurer.

E. H. Cary, Secretary.

ROBINSON-PETTET CO.

Charles H. Pettet, President.

A. Lee Robinson, Vice-President.

Charles P. Barton, Treasurer.

Chas. P. Frick, Secretary.

LOUISIANA

NEW ORLEANS

FINLAY, DICKS & Co. (Limited)

F. A. Dicks, President.

C. B. Dicks, First Vice-President.

William D. Dow, Second Vice-President.

T. J. Ferguson, Secretary & Treasurer.

LYONS & Co., I. L.

I. L. Lyons.

T. H. Lyons.

J. C. Lyons.

J. W. Phillips.

ACTIVE MEMBERS—Continued.

NEW ORLEANS—Continued.

PARKER-BLAKE Co., THE (Limited)

A. D. Parker, President.

P. H. Brown, Secretary.

C. C. Johnston, Treasurer.

SHREVEPORT

CONGER, KAHN & GIBBS Co. (Limited)

Leon I. Kahn, President.

Robert T. Gibbs, Vice-President.

Orrin Dickson, Secretary.

Arthur T. Kahn, Treasurer.

MORRIS & DICKSON Co. (Limited)

S. A. Dickson, President.

C. E. Perroncel, Vice-President & Treasurer.

J. H. Milling, Secretary.

MAINE

PORTLAND

COOK, EVERETT & PENNELL

Charles Cook.

E. S. Everett.

H. B. Pennell.

GOOLD & Co., J. E.

Joseph E. Goold, President, Gen'l Manager & Treas.

A. B. Hodsdon, Clerk.

HAY'S SONS, H. H.

Charles M. Hay.

Edward A. Hay.

ACTIVE MEMBERS—Continued.

PORTLAND—Continued.

PERKINS Co., JOHN W.

John W. Perkins, President.

Benjamin A. Perkins.

George L. Fogg.

Bion R. Lane.

William P. Millay, Treasurer.

MARYLAND

BALTIMORE

BAILY & SON, JAMES

James Baily.

G. Frank Baily.

James Carey.

Charles H. Carey.

BURROUGH BROS. MFG. Co.

Horace Burrough, President.

John H. Emery, Secretary & Treasurer.

EMERSON DRUG Co.

Isaac E. Emerson, President.

John F. Waggaman, Vice-President.

Joseph F. Hindes, Secretary & Treasurer.

Parker Cook, Assistant Treasurer.

FERRELL-KELLAM DRUG Co.

G. Leon Ferrell, President.

W. C. Parkhurst, Vice-President.

G. T. Brooks, Secretary & Treasurer.

GILPIN Co., HENRY B.

Henry B. Gilpin, President.

Charles F. Husted, Vice-President.

Joseph Robb, Jr., Secretary.

H. H. Robinson, Treasurer.

ACTIVE MEMBERS—Continued.

BALTIMORE—Continued.

MUTH BROTHERS & Co.

George L. Muth.

John C. Muth.

John S. Muth.

SHARP & DOHME

Louis Dohme, President.

Charles E. Dohme, First Vice-President.

A. R. L. Dohme, Second Vice-President.

E. Stauffen, Secretary & Treasurer.

(Laboratories and Home Office, Baltimore, Md;
General Offices, 41 John St., New York.)

STANLEY & BROWN DRUG Co.

James G. Stanley, President.

Thomas J. Chew, Vice-President.

Kerner F. Brown, Treasurer.

H. C. Winkelmann, Secretary.

MASSACHUSETTS

BOSTON

CARTER, CARTER & MEIGS

Fred L. Carter.

Herbert L. Carter.

Joseph E. Meigs.

EASTERN DRUG COMPANY

Charles C. Goodwin, President.

Charles A. West, Vice-President.

Charles F. Cutler, Treasurer.

Bernard Jenney, Jr., Assistant Treasurer.

George F. Kellogg, Secretary.

William W. Cutler, Assistant Secretary.

ACTIVE MEMBERS—Continued.

BOSTON—Continued.

GILMAN BROTHERS

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J. A. Gilman.

HOAGLAND DRUG CO., RALPH P.

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H. H. Kimball, Vice-President.

J. F. Dunbar, Treasurer.

G. W. Thompson, Secretary.

C. C. Cutler, Assistant Secretary.

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HOYT & Co., E. W.

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PINKHAM MEDICINE CO., THE LYDIA E.

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Arthur W. Pinkham, Vice-President.

Aroline P. Gove, Treasurer.

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BREWER & Co.

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ACTIVE MEMBERS—Continued.

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DETROIT

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J. S. Farrand, Jr., Secretary & Treasurer.

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George Peck, Vice-President.
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Wm. S. Baker, Treasurer.

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Henry A. Wetzell, Secretary.
John H. Smedley, Treasurer.
Ernest G. Swift, General Manager.

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James E. Davis, Vice-President & General Manager.
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John M. Hinchman, Treasurer & Auditor.
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HAZELTINE & PERKINS DRUG CO.

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Cornelius Crawford, Vice-President.
Lee M. Hutchins, Secretary & Treasurer.
Henry B. Fairchild, General Manager.

ACTIVE MEMBERS—Continued.

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UPJOHN COMPANY, THE

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J. T. Upjohn, M. D., Vice-President.

H. B. Osborne, M. D., Secretary.

F. L. Upjohn, Treasurer.

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SAGINAW VALLEY DRUG CO.

(The Smart & Fox Company, Proprietors.)

John W. Smart, Manager.

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DULUTH

LEITHHEAD DRUG Co., L. W.

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Chas. E. DeWitt, Secretary & Treasurer.

MINNEAPOLIS

LYMAN-ELIEL DRUG Co.

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J. C. Eliel, Vice-President.

F. W. Lyman, Treasurer.

H. H. Eliel, Secretary.

ST. PAUL

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Charles P. Noyes.

Edward H. Cutler.

Winthrop G. Noyes.

Thomas E. Ludington.

Julian Noyes Kirby.

SCHIFFMAN, DR. R.

R. Schiffman, M. D., Sole Proprietor.

ACTIVE MEMBERS—Continued.

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JOPLIN

SPRING DRUG Co., C. M.

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J. M. Leonard, Vice-President.

Howard C. Leonard, Secretary.

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EVANS-SMITH DRUG Co.

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J. L. Smith, Vice-President.

G. W. Evans, Secretary.

W. V. Wherrett, Treasurer.

FAXON, HORTON & GALLAGHER

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J. C. Horton.

J. A. Gallagher.

ST. JOSEPH

SMITH DRUG Co., C. D.

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L. M. Smith, Vice-President.

R. O. McBride, Secretary & Treasurer.

VAN NATTA-LYNDS DRUG COMPANY

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Charles F. Bayer, Vice-President.

E. M. Sweeney, Treasurer & Secretary.

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ANTI-KAMNIA CHEMICAL Co., THE

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John W. Cox, Secretary.

ACTIVE MEMBERS—Continued.

ST. LOUIS—Continued.

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Sidney S. Blackwell, Vice-President.

Jesse M. Battle, Secretary & Treasurer.

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A. W. Lambert, Treasurer.

A. R. Deacon, Secretary.

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H. W. Scheffer, Vice-President.

G. W. Wines, Secretary.

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Edward Mallinckrodt, President.

O. L. Biebinger, Secretary.

MERRELL DRUG Co., J. S.

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Hubert S. Merrell, Vice-President.

George R. Merrell, Second Vice-President.

Ed. Bindschadler, Secretary.

Henry J. Stolle, Treasurer.

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Theodore F. Meyer, Vice-President.

G. J. Meyer, Secretary.

Otto P. Meyer, Assistant Secretary.

C. W. Wall, Treasurer.

ACTIVE MEMBERS—Continued.

ST. LOUIS—Continued.

MOFFITT-WEST DRUG Co.

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Geo. W. Niedringhaus, Vice-President.

H. E. Papin, Treasurer.

C. H. West, Secretary.

PEACOCK CHEMICAL Co.

Thomas P. Haley, Jr., President.

Fred W. Sultan, Secretary & Treasurer.

SULTAN DRUG Co.

Fred W. Sultan, President & Manager.

MONTANA

BUTTE

MONTANA DRUG Co.

H. I. Wilson, President.

Jas. T. Finlen, Vice-President.

J. B. Rourke, Secretary & Treasurer.

M. P. Jacobs, Manager.

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LINCOLN

LINCOLN DRUG COMPANY

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William M. Widener, Vice-President.

Arthur S. Raymond, Secretary.

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BRUCE & Co., E. E.

E. E. Bruce, President & Treasurer.

C. E. Bedwell, Vice-President & Secretary.

ACTIVE MEMBERS—Continued.

OMAHA—Continued.

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James Richardson, Vice-President.

Harry S. Weller, Secretary.

Frank C. Patton, Treasurer.

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CONCORD

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Jas. H. Hutchens, Treasurer.

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FOSTER-MILBURN Co.

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Edwin McClellan, Vice-President.

H. T. Vars, Treasurer.

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BUFFALO—Continued.

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F. M. Griesheimer, Secretary & Treasurer.

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David M. Cowan.

George A. Cowan.

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Dr. V. Mott Pierce, Secretary & General Manager.

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E. C. Gerity.

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Frank Lampman, Vice-President.

C. A. DuBois, Secretary & Treasurer.

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MERCHANT'S GARGLING OIL Co.

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J. Carl Jackson, Secretary & Treasurer.

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George H. Merritt.

Theodore A. Merritt.

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Ralph Brandreth, Vice-President.

W. B. Stewart, Secretary.

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H. J. Braker.

Frank Morse Smith.

BOEHRINGER & SOEHNE, C. F. (of Mannheim, Germany)

Emil Levi, Manager American Branch.

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William P. Ritchey.

Charles C. Bruen.

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H. H. Good, Secretary.

C. C. Orcutt, Representative.

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Thomas E. Delano, First Vice-President & Secretary.

Franklin B. Waterman, Second Vice-President & Treasurer.

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Macomb G. Foster, Vice-President.

Samuel W. Fairchild, Secretary & Treasurer.

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Ernst T. Fritzsche.

Carl Brucker.

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HILL'S SON & Co., EDWARD

Hugh Hill.

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F. E. Himrod, Treasurer.

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Albert Plaut.

Joseph Plaut.

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William Hull Wickham.

Geo. Clinton McKesson.

Herbert D. Robbins.

Irving McKesson.

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George Merck.

Theodore Weicker,

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Thos. P. Cook, Vice-President & Manager.

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Emile Pfizer, Treasurer.

John Anderson, Secretary.

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Dr. J. S. Radway, Secretary & Treasurer.

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M. Fallon, Secretary.

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David W. Kent.

Charles S. Littell.

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Franz Roessler, Vice-President & Superintendent.

William A. Hamann, Secretary.

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C. Gottlob Kolb.

Carl F. Stiefel.

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William Jay Schieffelin, Vice-President.

William S. Mersereau, Vice-President.

William L. Brower, Vice-President.

Henry S. Clark, Treasurer.

Schuyler Schieffelin, Secretary.

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NEW YORK—Continued.

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Louis M. Fulton, Secretary.

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D. Cafferata.

PATCHOGUE

HISCOX CHEMICAL WORKS

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David M. Brickner, Secretary & Treasurer.

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William R. Barnum.

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George B. Hubbard.

Charles H. Hubbard.

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Nelson P. Snow, Treasurer.

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P. A. Calder, Vice-President.

W. D. Bunny, Secretary.

ACTIVE MEMBERS—Continued.

TROY—Continued.

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Geo. H. Macy, Vice-President.

F. W. Schneider, Secretary.

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H. D. Cowee, Vice-President.

W. L. Thompson, Treasurer.

H. L. Waterbury, Secretary.

D. Cowee, Jr.

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John H. Sheehan.

WILLIAMS & Co., A. H.

A. H. Williams.

WATERTOWN

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Samuel Felt.

Samuel J. Quinn.

John J. McFadden.

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CHARLOTTE

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Walter Scott, Treasurer.

H. G. Harper, Secretary.

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J. E. Johnston, Vice-President.

B. S. Jerman, Secretary & Treasurer.

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John Jay Justis.

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N. Ashley Lloyd.

C. G. Lloyd.

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W. T. Gray, Vice-President.

Irving H. Hills, Treasurer.

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O. C. Rasch, Vice-President.

William F. Wagner, Secretary.

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Daniel Myers.

Lucien B. Hall.

A. H. Van Gorder.

Paul Lemperly.

Leslie I. Metcalf.

Wm. T. Hankey.

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Lester A. Cobb.

Ralph L. Cobb.

E. L. Strong.

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L. B. Kauffman, Second Vice-President.

R. R. Rickly, Third Vice-President.

Geo. B. Kauffman, General Manager.

Geo. W. Lattimer, Secretary & Treasurer.

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W. C. Brown.

J. D. Price.

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H. E. Marvin, Vice-President.

J. S. Kinnan, Treasurer.

C. B. Kinnan, Secretary.

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Willis A. Bailey, Manager & Treasurer.

Louis C. Fix, Secretary.

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OKLAHOMA CITY

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Geo. Dashiels, Secretary & Treasurer.

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E. H. Lauer, Vice-President.

Philip Blumauer, Treasurer.

J. P. Bronaugh, Secretary.

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Wm. F. Woodward, Secretary & Treasurer.

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Edw. W. Phillips, Treasurer.

H. V. Everham, Secretary.

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Adolph William Miller, M. D.

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John Moore, Treasurer.

Benjamin V. Mein, Secretary & General Manager.

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J. Maxwell Bullock, Assistant Manager.

ACTIVE MEMBERS—Continued.

PHILADELPHIA—Continued.

PFROMM & KINDIG

Adam Pfromm.

I. H. S. Kindig.

SCHENCK & SON, DR. J. H.

J. H. Schenck, M. D., Proprietor.

J. H. Schenck, Jr., Representative.

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C. F. Shoemaker.

Miers Busch.

SHOEMAKER & Co., ROBERT

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Thomas E. Shoemaker.

Benjamin H. Shoemaker, Jr.

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Lemuel G. Morriss, Treasurer.

Howard E. Smith, Secretary.

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Harry S. Valentine, Treasurer.

R. D. Coombs, Secretary.

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Albert J. Koch.

S. Ross Campbell.

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Henry G. Starin, Secretary.

H. C. Trumbower, Treasurer.

William A. Sailer, General Manager.

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A. Dempster.

G. F. Sichelstiel, Jr.

Samuel Dempster.

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R. S. Robb, Secretary & Treasurer.

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Samuel R. Kelly, Vice-President & Treasurer.

Charles T. Bangert, Secretary.

C. H. Wood, Auditor.

W. W. Starkey, Assistant to President.

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Jos. Stybr, M. D., Vice-President.

A. L. Solomon, Secretary.

R. J. McCready, M. D., Treasurer.

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D. L. Gerould, Vice-President.

W. A. Talbott, Secretary & Treasurer.

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CLAFLIN & Co., GEO. L.

Arthur W. Claflin.

George E. Claflin.

Benjamin A. Jackson.

SOUTH CAROLINA

ANDERSON

ACME DRUG COMPANY

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D. A. Ledbetter, Vice-President.

J. T. Ligon, Secretary & Treasurer.

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CHARLESTON DRUG M'F'G COMPANY

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Jno. A. Burgess, Vice-President & Manager.

Thos. S. Silcox, Treasurer.

A. C. Speissegger, Secretary.

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Arthur Lynah, President.

Andrew J. Geer, Manager.

Thomas J. Hennesy, Secretary & Treasurer.

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Richard Singleton, Secretary.

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CRUTCHFIELD-TOLLESON Co.

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W. G. Tolleson, Secretary & Treasurer.

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- D. C. Chapman, Vice-President.
- G. N. Ivy, Manager.
- J. C. Hickman, Secretary & Treasurer.

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- E. T. Sanford, Vice-President.
- W. P. Chamberlain, Secretary & Treasurer.

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HESSIG-ELLIS DRUG CO., THE

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- J. E. Porter, Vice-President.
- E. M. Ellis, Secretary & Treasurer.
- J. S. Horne, Assistant Secretary & Treasurer.

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- Oscar Lillybeck, President.
- Cooper Turner, Treasurer.

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- P. P. Van Vleet, President.
- C. F. Shepherd, Vice-President.
- R. W. Ramsey, Secretary & Treasurer.
- J. B. Ramsey, Asst. Secretary & Treasurer.
- J. R. Tague, Manager.
- W. G. Best, Assistant Manager.

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W. W. Berry.

J. F. Demoville Estate.

S. S. Wharton.

SPURLOCK-NEAL Co.

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T. I. Webb, Secretary & Treasurer.

Charles S. Martin, Vice-President & Manager.

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HOUSTON

HOUSTON DRUG Co.

Geo. W. Norrell, President.

R. E. Luhn, Secretary & Treasurer.

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HUTCHERSON-ELLIOTT DRUG Co.

Dr. W. C. Elliott, President.

W. C. Chisum, Vice-President.

SAN ANTONIO

SAN ANTONIO DRUG Co.

Fred W. Cook, President.

Albert Kronkosky, Secretary.

SHERMAN

GREINER-KELLY DRUG Co.

W. E. Greiner, President.

C. D. Kelly, Vice-President.

J. G. Davis, Secretary & Treasurer.

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BEHRENS DRUG CO., THE

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W. R. Clifton, Vice-President.

R. N. McKnight, Secretary & Treasurer.

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SALT LAKE CITY

NELDEN-JUDSON DRUG CO.

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John J. Judson, Vice-President.

Edward C. Smith, Treasurer.

F. L. Pearl, Secretary.

VERMONT

BURLINGTON

BURLINGTON DRUG CO.

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C. C. Miller, Vice-President & Treasurer.

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ALEXANDRIA

LEADBEATER & SONS, E. S.

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Clarence C. Leadbeater.

Edward S. Leadbeater.

John Leadbeater.

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STROTHER DRUG CO.

R. O. Horton, President.

D. M. Penick, Vice-President.

H. H. Horton, Secretary & Treasurer.

(Branch House at Bristol, Tenn.)

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TERRY-TAYLOR DRUG CO.

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F. Southgate Taylor, Vice-President.

J. H. Harvell, Secretary.

RICHMOND

BODEKER DRUG CO., THE

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C. J. Miller, Vice-President.

R. R. Gwathmey, Secretary & Treasurer.

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Otho O. Owens, President.

C. M. Knox, Secretary.

G. G. Minor, Treasurer.

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Edgar D. Taylor, Vice-President.

Robert Lee Powers, Secretary.

P. H. Powers, Treasurer.

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John B. Purcell.

S. D. Craig.

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P. S. Norton, President.

L. Brinckerhoff, Vice-President.

E. L. Nicholson, Secretary.

W. J. Ovens, Treasurer.

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SEATTLE—Continued.

STEWART & HOLMES DRUG CO.

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H. E. Holmes, Secretary & Treasurer.

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SPOKANE DRUG CO.

Valentine Peyton, President.

I. N. Peyton, Vice-President.

A. W. Doland, Secretary & Treasurer.

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CHARLESTON

KANAWHA DRUG CO., THE

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W. G. Hubbard, Secretary & Treasurer.

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A. C. Murdoch, Vice-President & Gen'l Manager.

Lee Stebbins, Secretary.

WISCONSIN

GREEN BAY

KENNEDY-SUFFEL DRUG CO.

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Hal H. Williams, Vice-President.

Frank H. Suffel, Secretary & Treasurer.

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MCCORD, JAMES

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F. Wm. Dohmen, Secretary.

Henry Dohmen, Treasurer.

JERMAN, PFLUEGER & KUEHMSTED Co.

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E. A. Button, Vice-President.

William B. Strong, Secretary.

Howard Greene, Treasurer.

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(The "Best" Tonic Department.)

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G. G. Pabst, First Vice-President.

Fred Pabst, Jr., Second Vice-President.

Chas. W. Henning, Secretary-Treasurer.

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J. W. Nicholson, Vice-President.
A. H. Tatum, Secretary.
J. M. Whitall, Treasurer.

WIRZ, A. H.

Henry M. Wirz.
Charles L. Renz.

ZEILIN & Co., J. H. (Incorporated)

C. B. Zeilin, President.
Ellis Stokes, Jr., Secretary.

PITTSBURG

ARMSTRONG CORK COMPANY

Thomas M. Armstrong, President.
Charles D. Armstrong, Vice-President.
Andrew J. Armstrong, Treasurer.
William H. Pfahl, Secretary.

RHODE ISLAND

PROVIDENCE

CALDER COMPANY, ALBERT L.

Charles A. Calder, President.
George C. Lyon, Treasurer.

DAVOL RUBBER COMPANY

Joseph Davol, President & Treasurer.

RUMFORD CHEMICAL WORKS

L. Horsford Farlow, President.
Newton D. Arnold, General Manager, Treasurer &
Secretary.

ASSOCIATE MEMBERS—Continued.

TENNESSEE

CHATTANOOGA

CHATTANOOGA MEDICINE Co., THE

Z. C. Patten, President.

J. T. Lupton, Vice-President & Treasurer.

J. A. Patten, Secretary.

VERMONT

BURLINGTON

WELLS & RICHARDSON Co.

Edward Wells, President.

A. E. Richardson, Vice-President.

Henry Wells, Treasurer.

W. J. Van Patten, Secretary.

F. R. Wells, Assistant Treasurer.

F. H. Wells, Assistant Secretary.

George M. Besett, General Manager.

RUPERT

GUILD, DR. J. H.

H. C. Guild.

C. M. Sheldon.

Ella C. Roberts.

M. F. Roberts, Manager.

VIRGINIA

RICHMOND

RANDOLPH PAPER BOX Co., THE

J. H. Randolph, President.

A. J. Cavanaugh, Vice-President & Gen'l Manager.

Geo. Watt, Secretary & Treasurer.

ASSOCIATE MEMBERS—Continued.

RICHMOND—Continued.

VALENTINE'S MEAT JUICE COMPANY.

Granville G. Valentine, President.

Benjamin B. Valentine, Vice-President.

Frederick S. Valentine, Treasurer.

Edward P. Valentine, Secretary.

WISCONSIN

BLACK RIVER FALLS

COLE & Co., J. W.

J. W. Cole.

F. W. Cole.

RACINE

HORLICK'S FOOD COMPANY

James Horlick, President.

A. J. Horlick, Vice-President.

Wm. Horlick, Secretary & Treasurer.

Wm. Horlick, Jr., Assistant Secretary.

ASSOCIATE MEMBERS—Continued.

DOMINION OF CANADA

QUEBEC

MONTREAL

EVANS & SONS (Limited)

LYMAN-KNOX COMPANY, THE

Charles Lyman, President & Treasurer.

James W. Knox, Vice-President and Manager.

J. R. H. Grier, Secretary.

(Toronto Branch: Lyman, Knox & Clarkson, Limited.)

LYMAN, SON'S & Co.

Estate Henry Lyman.

Henry H. Lyman.

Arthur Lyman.

ENGLAND

LONDON

LIEBIG'S EXTRACT OF MEAT Co., L'T'D.

(Corneille, David & Co., Agts., 105 Hudson St.,
New York.)

WELLCOME, HENRY S.

HONORARY MEMBERS

	ELECTED
J. M. FLINT, M. D., Smithsonian Institution, Washington, D. C.	1890
F. W. SCHULTE, Kansas City, Mo.	1894
J. C. FOX, Atchison, Kan.	1901
EDWARD C. FRISBIE, Hartford Conn.	1902
THOMAS LORD, Chicago, Ill.	1903

COMPLIMENTARY MEMBERS

ATLANTA

"SOUTHERN DRUG JOURNAL."

BOSTON

"THE APOTHECARY AND NEW ENGLAND DRUGGIST."

CHICAGO

"PAINT, OIL AND DRUG REVIEW."

"WESTERN DRUGGIST."

MONTREAL

"MONTREAL PHARMACEUTICAL JOURNAL."

NEW YORK

"AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD."

"OIL, PAINT AND DRUG REPORTER."

"PHARMACEUTICAL ERA."

"PRACTICAL DRUGGIST."

ST. LOUIS

"MEYER BROTHERS DRUGGIST."

"NATIONAL DRUGGIST."

ALPHABETICAL LIST OF ACTIVE MEMBERS

234

- Acme Drug Co.....Anderson, S. C.
Alexander Drug Co.....Oklahoma City, Okla.
Allaire, Woodward & Co.....Peoria, Ill.
Allcock Mfg. Co.....274 Canal st., New York
Antikamnia Chemical Co...1624 Pine st., St. Louis, Mo.
Apothecaries Hall Co.....Waterbury, Conn.
Aschenbach & Miller...400 N. 3d st., Philadelphia, Pa.
Augusta Drug Co.....Augusta, Ga.
- Bailey Drug Co., The.....Zanesville, Ohio
Baily & Son, James...16 W. German st., Baltimore, Md.
Baker & Bro., H. J.....100 William st., New York
Barker & Wheeler Co.....Peoria, Ill.
Barker, Moore & Mein Medicine Co., The
312-316 Green st., Philadelphia, Pa.
Battle & Co.....2001 Locust st., St. Louis, Mo.
Benton, Myers & Co.....111 Water st., Cleveland, Ohio
Behrens Drug Co., The.....Waco, Tex.
Berry, Demoville & Co.....Nashville, Tenn.
Bindley & Co., E. H.....Terre Haute, Ind.
Blanding & Blanding.....Providence, R. I.
Blauw & Brickner Drug Co.....Rochester, N. Y.
Blumauer-Frank Drug Co.....Portland, Ore.
Bodeker Drug Co., The.....Richmond, Va.
Boehringer & Soehne, C. F...5 & 7 Cedar st., New York
Braun Co., F. W.....Los Angeles & San Diego, Cal.
Brewer & Co.....Worcester, Mass.
Bruce & Co., E. E.....Omaha, Neb.
Bruen, Ritchey & Co.....212-214 Fulton st., New York
Burlington Drug Co.....Burlington, Vt.
Burrough Bros. Mfg. Co.,
509 W. Lombard st., Baltimore, Md.

ACTIVE MEMBERS—Continued.

California Fig Syrup Co. . . . San Francisco & Louisville
 (Coffin, Redington & Co., Agts., 30 Cliff st., N. Y.)

Carter, Carter & Meigs

20-38 Merrimac st., Boston, Mass.

Carter Medicine Co. 57 Murray st., New York

Chapman, White, Lyons Company Knoxville, Tenn.

Charleston Drug Mfg. Co. Charleston, S. C.

Christie-Groover Drug Co. Jacksonville, Fla.

Churchill Drug Co. . . . Burlington & Cedar Rapids, Iowa

Claflin & Co., Geo. L. Providence, R. I.

Colburn, Birks & Co. Peoria, Ill.

Columbia Drug Co. Savannah, Ga.

Conger, Kahn & Gibbs Co. (Ltd.) Shreveport, La.

Cook, Everett & Pennell Portland, Me.

Crispell Co., The H. S. Kingston, N. Y.

Crittenton Co., The Chas. N. . . 115 Fulton st., New York

Crutchfield-Tolleson Co. Spartanburg, S. C.

Curry-Arrington Co. Rome, Ga.

Davis-Bridaham Drug Co. Denver, Colo.

Des Moines Drug Co. Des Moines, Iowa

Dohmen Co., The F. (Ltd.) Milwaukee, Wis.

Doster-Northington Drug Co. Birmingham, Ala.

Eastern Drug Co. 8 to 20 Fulton st., Boston, Mass.

Edgerly & Co., J. W. Ottumwa, Iowa

Elk Drug Co., The Binghamton, N. Y.

Emerson Drug Co. . 308 W. Lombard st., Baltimore, Md.

Evans-Smith Drug Co. Kansas City, Mo.

Fairchild Bros. & Foster 74 Laight st., New York

Farrand, Williams & Clark Detroit, Mich.

Faxon, Horton & Gallagher Kansas City, Mo.

Felt Co., The Samuel Watertown, N. Y.

Ferrell-Kellam Drug Co. 128 Hanover st., Baltimore, Md.

Finlay, Dicks & Co. (Ltd.)

Magazine & Common sts., New Orleans, La.

Fort Wayne Drug Co. Fort Wayne, Ind.

ACTIVE MEMBERS—Continued.

Foster-Milburn Co. 246 Michigan st., Buffalo, N. Y.
 Fraser Tablet Co., The. . . . 454 18th st., Brooklyn, N. Y.
 Fritzsche Brothers. 37 Barclay st., New York

Gay, Hardie & Durr. Montgomery, Ala.
 Geer Drug Co., The. Charleston, S. C.
 Gerity Brothers. Elmira, N. Y.
 Gilman Brothers. 50 Franklin st., Boston, Mass.
 Gilmore & Co., W. J. . . . 426-430 7th ave., Pittsburg, Pa.
 Gilpin Co., Henry B.

300 W. Lombard st., Baltimore, Md.
 Goold & Co., J. E. Portland, Me.
 Greiner-Kelly Drug Co. Sherman, Tex.

Hale, Justis & Co. 241 Walnut st., Cincinnati, Ohio
 Harle-Haas Drug Co. Council Bluffs, Iowa
 Hartz & Bahnsen Co. Rock Island, Ill.
 Hay's Sons, H. H. Portland, Me.
 Hazeltine & Perkins Drug Co. Grand Rapids, Mich.
 Hefley-Arcularius Drug Co. Colorado Springs, Colo.
 Hessig-Ellis Drug Co., The. Memphis, Tenn.
 Hillier's Son Co., R. 100 William st., New York
 Hill's Son & Co., Edward. 25 Cedar st., New York
 Himrod Mfg. Co. 14 Vesey st., New York
 Hiscox Chemical Works. Patchogue, N. Y.
 Hoagland Drug Co., Ralph P.

79 Portland st., Boston, Mass.
 Hornick, Hess & More. Sioux City, Iowa
 Hostetter Co., The. 59 Water st., Pittsburg, Pa.
 Houston Drug Company. Houston, Tex.
 Hover & Co., W. A. Denver, Colo.
 Hoyt & Co., E. W. Lowell, Mass.
 Hubbard, Son & Co., Charles. Syracuse, N. Y.
 Humphreys' Homeopathic Medicine Co.

William & John sts., New York
 Hutcherson-Elliott Drug Co. Paris, Tex.

ACTIVE MEMBERS—Continued.

Jayne & Son, Dr. D..242 Chestnut st., Philadelphia, Pa.
 Jerman, Pflueger & Kuehnsted Co.....Milwaukee, Wis.

Kanawha Drug Co., The.....Charleston, W. Va.
 Kauffman-Lattimer Co., The.....Columbus, Ohio
 Keasbey & Mattison Co.....Ambler, Pa.
 Kelly Company, George A..421 7th ave., Pittsburg, Pa.
 Kennedy-Suffel Drug Co.....Green Bay, Wis.
 Kiefer Drug Co., A.....Indianapolis, Ind.
 King Drug Co., W. H.....Raleigh, N. C.
 Kirk, Geary & Co.....Sacramento, Cal.
 Knoefel, Chas. D.....New Albany, Ind.
 Lamar & Rankin Drug Co.....Atlanta, Ga.
 Lamar, Taylor & Riley Drug Co.....Macon, Ga.
 Lambert Pharmacal Co., 21st & Locust sts., St. Louis, Mo.
 Langley & Michaels Co..34 First st., San Francisco, Cal.
 Larkin & Scheffer Chemical Co.

109 St. George st., St. Louis, Mo.
 Leadbeater & Sons, E. S.....Alexandria, Va.
 Lee & Osgood Co.....Norwich, Conn.
 Leete Co., The Chas. S.....New Haven, Conn.
 Lehn & Fink.....120 William st., New York
 Leich & Co., Chas.....Evansville, Ind.
 Leithhead Drug Co., L. W.....Duluth, Minn.
 Lillybeck Drug Co.....Memphis, Tenn.
 Lincoln Drug Co.....Lincoln, Neb.
 Lloyd Bros.....Court & Plum sts., Cincinnati, Ohio
 Lyman-Eliel Drug Co.....Minneapolis, Minn.
 Lyons & Co., I. L.....222 Camp st., New Orleans, La.

McBride & Will Drug Co.....Marshalltown, Iowa
 McCord, James.....La Crosse, Wis.
 McKesson & Robbins.....91 Fulton st., New York
 McPike Drug Co., The.....Atchison, Kan.
 Mack & Co.....13-15 Fremont st., San Francisco, Cal.
 Mallinckrodt Chemical Works

2d & Mallinckrodt sts., St. Louis, Mo.
 Martin & Co., C. H.....Concord, N. H.

ACTIVE MEMBERS—Continued.

Merchants' Gargling Oil Co.....Lockport, N. Y.
 Merck & Co.....8th st. & University Pl., New York
 Merrell Drug Co., J. S. 4th & Market sts., St. Louis, Mo.
 Merritt's Sons, Theodore.....Newburgh, N. Y.
 Metcalf Co., Theodore...39 Tremont st., Boston, Mass.
 Meyer Brothers Drug Co., 4th & Clark sts., St. Louis, Mo.
 Mobile Drug Co.....Mobile, Ala.
 Moffitt-West Drug Co.

Broadway & Clark ave., St. Louis, Mo.
 Montana Drug Co.....Butte, Mont.
 Mooney-Mueller Drug Co.....Indianapolis, Ind.
 Morris & Dickson Co. (Ltd.).....Shreveport, La.
 Morrisson, Plummer & Co.

200 Randolph st., Chicago, Ill.
 Murdoch Co., J. N.....Parkersburg, W. Va.
 Murray Drug Co., The.....Columbia, S. C.
 Muth Brothers & Co. 15 E. Fayette st., Baltimore, Md.

Neat-Richardson Drug Co.....Louisville, Ky.
 Nelden-Judson Drug Co.....Salt Lake City, Utah
 Nelson, Baker & Co.....Detroit, Mich.
 New York Quinine & Chemical Works (Ltd.)

114 William st., New York
 Nichols & Harris.....New London, Conn.
 Noyes Bros. & Cutler.....St. Paul, Minn.

Olney & McDaid.....Clinton, Iowa
 Orr, Brown & Price.....Columbus, Ohio
 Osgood & Co., Chas.....Norwich, Conn.
 Owens & Minor Drug Co.....Richmond, Va.

Pabst Brewing Co. ("Best" Tonic Dept.)

Milwaukee, Wis.
 Pacific Drug Co.....Seattle, Wash.
 Paine Drug Co., The.....Rochester, N. Y.
 Parke, Davis & Co.....Detroit, Mich.
 Parker-Blake Co. (Ltd.)

Tchoupitoulas & Gravier sts., New Orleans, La.

ACTIVE MEMBERS—Continued.

Peacock Chemical Co. 112 N. 2d st., St. Louis, Mo.
Perkins Co., John W. Portland, Me.
Peter-Bauer Drug Co. Louisville, Ky.
Pfizer & Co., Charles. 81 Maiden Lane, New York
Pfromm & Kindig. 233 N. 2d st., Philadelphia, Pa.
Pharmaceutical Drug Co. 338 Washington st., Buffalo, N. Y.
Pinkham Medicine Co., The Lydia E. Lynn, Mass.
Piso Company, The. Warren, Pa.
Plimpton, Cowan & Co. . . . 50 E. Swan st., Buffalo, N. Y.
Polk & Calder Drug Co. Troy, N. Y.
Potts Drug Co., The C. E. Wichita, Kan.
Powers-Taylor Drug Co. Richmond, Va.
Purcell, Ladd & Co. Richmond, Va.

Radway & Co.....	55 Elm st., New York
Redington & Co.....	23 Second st., San Francisco, Cal.
Richardson Drug Co.....	Omaha, Neb.
Rio Chemical Co.....	56 Thomas st., New York
Robinson & Son, R. W....	186 Greenwich st., New York
Robinson-Pettet Co.....	Louisville, Ky.
Roessler & Hasslacher Chemical Co., The	
	100 William st., New York

Saginaw Valley Drug Co.....Saginaw, Mich.
San Antonio Drug Co.....San Antonio, Tex.
Sanford, Chamberlain & Albers Co....Knoxville, Tenn.
Schenck & Son, J. H..6th & Arch sts., Philadelphia, Pa.
Schering & Glatz.....58 Maiden Lane, New York
Schieffelin & Co.....170-172 William st., New York
Schiffmann, Dr. R.....369 Jackson st., St. Paul, Minn.
Schneider & Macy Drug Co.....Troy, N. Y.
Schuh Drug Company.....Cairo, Ill.
Scott & Bowne.....409-415 Pearl st., New York
Scott & Co., Jno. M.....Charlotte, N. C.
Searle & Hereth Co., The..67-75 Wells st., Chicago, Ill.
Sharp & Dohme.....301 W. Pratt st., Baltimore, Md.
(General offices, 41 John st., New York.)
Sheehan & Co., John H.....Utica, N. Y.

ACTIVE MEMBERS—Continued.

- Shoemaker & Busch. .511-515 Arch st., Philadelphia, Pa.
Shoemaker & Co., Robert
4th and Race sts., Philadelphia, Pa.
Sisson & Co., T. Hartford, Conn.
Smith & Co., Valentine H.
2d & Green sts., Philadelphia, Pa.
Smith Drug Co., C. D. St. Joseph, Mo.
Smith, Kline & French Co.
429-435 Arch st., Philadelphia, Pa.
Snow & Co., C. W. Syracuse, N. Y.
Solomons Company. Savannah, Ga.
Sommer's Drug Co, Aldo. Quincy, Ill.
Spokane Drug Co. Spokane, Wash.
Spring Drug Co., C. M. Joplin, Mo.
Spurlock-Neal Co. Nashville, Tenn.
Stanley & Brown Drug Co.
31 Hopkins Pl., Baltimore, Md.
Stein-Gray Drug Co., The. 230 E. 4th st., Cincinnati, Ohio
Stewart & Holmes Drug Co.. Seattle and Tacoma, Wash.
Stewart Co., Daniel. Indianapolis, Ind.
Strong, Cobb & Co. . . . 112 Superior st., Cleveland, Ohio
Strother Drug Co. Lynchburg, Va., and Bristol, Tenn.
Sultan Drug Co. 112 N. 2d st., St. Louis, Mo.
Talcott & Co., C. H. Hartford, Conn.
Tarrant Co., The. 21 Jay st., New York
Taylor, Geo. E. Pueblo, Colo.
Terry-Taylor Drug Co. Norfolk, Va.
Thompson, Sons & Co., John L. Troy, N. Y.
Upjohn Co., The. Kalamazoo, Mich.
Van Natta-Lynds Drug Co. St. Joseph, Mo.
Van Vleet-Mansfield Drug Co. Memphis, Tenn.
Vogeler Drug Co., The Alfred
217 E. Sixth st., Cincinnati, O.

ACTIVE MEMBERS—Continued.

Wakefield & Co., C.....	Bloomington, Ill.
Walding, Kimman & Marvin Co., The.....	Toledo, Ohio
Walker & Gibson.....	Albany, N. Y.
Walther-Robertson Drug Co.,	
	436 7th ave., Pittsburg, Pa.
Wampole & Co., Henry K.	
	426-432 Fairmount ave., Philadelphia, Pa.
Wangler Drug Co.....	Waterloo, Iowa
Ward Bros. Drug Co.....	Indianapolis, Ind.
Western Wholesale Drug Co.....	Los Angeles, Cal.
Whittlesey Co., The Chas. W.....	New Haven, Conn.
Widder & Cafferata.....	502 W. Broadway, New York
Williams & Co., A. H.....	Utica, N. Y.
Williams-Davis-Brooks & Hinchman Sons.	Detroit, Mich.
Woodard, Clarke & Co.....	Portland, Ore.
World's Dispensary Medical Association	
	663 Main st., Buffalo, N. Y.
Wyeth & Brother, John,	
	11th & Washington ave., Philadelphia, Pa.
Yahr & Langé Drug Co.....	Milwaukee, Wis.

ALPHABETICAL LIST OF ASSOCIATE MEMBERS

189

- Acme White Lead & Color Works.....Detroit, Mich.
 Albany Chemical Co.....Albany, N. Y.
 American Can Co.....Bowling Green bldg., New York
 American Chicle Co.....Park Row bldg., New York
 Anheuser-Busch Brewing Association
 (Malt-Nutrine Dept.).....St. Louis, Mo.
 Ansbacher Co., A. B....2633 Dearborn st., Chicago, Ill.
 Antimigraine Company.....Valdosta, Ga.
 (Address G. A. Fuller, Sec., 155 W. 71st st., N. Y.)
 Armour & Company.....205 La Salle st., Chicago, Ill.
 Armstrong Cork Co..23d & Railroad sts., Pittsburg, Pa.
 Ayer Co., The J. C.....Lowell, Mass.
- Barrett & Co., M. L.....219 Lake st., Chicago; Ill.
 Barrett Mfg. Co. (Chemical Dept.)
 Land Title bldg., Philadelphia, Pa.
 Bauer & Black.....283 25th st., Chicago, Ill.
 Berry Bros. (Limited).....Detroit, Mich.
 Billings-Clapp Co.....64 Federal st., Boston, Mass.
 Bovinine Co., The....75 West Houston st., New York
 Bradfield Regulator Co., The.....Atlanta, Ga.
 Brown Oil Co., Robert B....Rialto bldg., St. Louis, Mo.
 Buckeye Stamping Co., The.....Columbus, Ohio
 Buehler, Edward H.....134 Lake st., Chicago, Ill.
 Burnett Co., Joseph.....36 India st., Boston, Mass.
- Calder Co., Albert L.....Providence, R. I.
 Champion & Co., J. W..916 Filbert st., Philadelphia, Pa.
 Centaur Company, The.....77 Murray st., New York
 Chamberlain Medicine Co.....Des Moines, Iowa

ASSOCIATE MEMBERS—Continued.

Chase Medicine Co., Dr. A. W.

257 Washington st., Buffalo, N. Y.

Chattanooga Medicine Co.....Chattanooga, Tenn.

Cheney Medicine Co.....1216 Adams st., Toledo, Ohio

Chesebrough Mfg. Co.....17 State st., New York

Chiris, Antoine.....18-20 Platt st., New York

Clarke Bros. & Co.....Peoria, Ill.

Coca-Cola Co., Thè.....Atlanta, Ga.

Cole & Co., J. W.....Black River Falls, Wis.

Colgate & Co.....53-55 John st., New York

Continental Varnish & Color Co.....Kansas City, Mo.

Curtius, Thos. M.....5 Platt st., New York

Davidson Rubber Co.....19 Milk st., Boston, Mass.

Davison & Co., Wm....Firemen's bldg., Baltimore, Md.

Davol Rubber Co.....Providence, R. I.

Dean, Foster & Co.....14 Blackstone st., Boston, Mass.

Denver Chemical Mfg. Co.....57 Laight st., New York

Detroit White Lead Works.....Detroit, Mich.

Devoe & C. T. Raynolds Co., F. W.

•Fulton & William sts., New York

De Witt & Co., E. C..203-205 La Salle ave., Chicago, Ill.

Dickinson & Co., E. E.....Essex, Conn.

Dodge & Olcott.....86-88 William st., New York

Douglas Mfg. Co.....96-102 Church st., New York

Eagle White Lead Co..1020 Broadway, Cincinnati, Ohio

Evans & Sons (Limited).....Montreal, Canada

Farbenfabriken of Elberfeld Co..40 Stone st., New York

Fitzsimmons, Gleeson & Co.....8 Cedar st., New York

Fougera & Co., E.....26-30 N. William st., New York

Fowle & Sons, Seth W.....81 High st., Boston, Mass.

Fox & Sons, H. C.

Schuylkill ave. & Catharine st., Philadelphia, Pa.

Fox, Fultz & Co.....18 Blackstone st., Boston, Mass.

ASSOCIATE MEMBERS—Continued.

Garfield Tea Co....41st st. & 3d ave., Brooklyn, N. Y.
 General Chemical Co.....25 Broad st., New York
 Gibbs & Company.....102-104 Fulton st., New York
 Gordon Chemical Co., W. J. M.

1960-1970 Plum st., Cincinnati, Ohio

Gould & Bros., S. W.....Malden, Mass.
 Grand Rapids Brush Co.....Grand Rapids, Mich.
 Grasselli Chemical Co.....784 Arcade, Cleveland, O.
 Green, G. G.....Woodbury, N. J.
 Greene Nervura Co., Dr...34 Temple Pl., Boston, Mass.
 Gregory & Jennings Co..397-405 Cherry st., New York
 Grosvenor & Co., J. M.....148 Pearl st., Boston, Mass.
 Guild, Dr. J. H.....Rupert,* Vt.

Hall & Ruckel.....215 Washington st., New York
 Hance Brothers & White

Callowhill & Marshall sts., Philadelphia, Pa.

Harshaw, Fuller & Goodwin Co.

Electric bldg., Cleveland, O.

Hastings & Co....819-821 Filbert st., Philadelphia, Pa.
 Hathorn & Co. (Hathorn Spring).....Saratoga, N. Y.
 Henry Pharmacal Co..300 W. Market st., Louisville, Ky.
 Hires Co., The Charles E.

105 S. Water st., Philadelphia, Pa.

Hood Co., C. I.....Lowell, Mass.
 Hopkins & Co., J. L.....100 William st., New York
 Horlick's Food Company.....Racine, Wis.
 Horner, James B.....3 Platt st., New York

Illinois Glass Co.....Alton, Ill.

Isaacs & Co., A.....58 Beekman st., New York

Jergens Co., The Andrew

Cor. Spring Grove ave. & Alfred st., Cincinnati, O.

Johnson & Co., I. S.....232 Summer st., Boston, Mass.

Johnson & Johnson.....New Brunswick, N. J.

Johnston, Holloway & Co.

531 Commerce st., Philadelphia, Pa.

ASSOCIATE MEMBERS—Continued.

Kilmer & Co., Dr. Binghamton, N. Y.
 Kline, Dr. R. H. (Limited)

931-933 Arch st., Philadelphia, Pa.

Ladd & Coffin. 24 Barclay st., New York
 Lanman & Kemp. 135-139 Water st., New York
 Lasker & Bernstein. 161 William st., New York
 Lavino, E. J. 310 Bullitt bldg., Philadelphia, Pa.
 Lawrence-Williams Co. 283 St. Clair st., Cleveland, O.
 Lazell, Dalley & Co. 12 Duane st., New York
 Lee Co., J. Ellwood. Conshohocken, Pa.
 Leeming & Co., Thos. 73 Warren st., New York
 Leousi, Clonney & Co. 134 William st., New York
 Liebig's Extract of Meat Co., L't'd.

4 Lloyd's ave., London E. C., Eng.

105 Hudson st., New York

Lilly & Co., The Eli. Indianapolis, Ind.
 Lucas & Co., John. . . . 4th & Race sts., Philadelphia, Pa.
 Lueders & Co., George. 218 Pearl st., New York
 Lyman-Knox Company, The. Montreal, Canada
 Lyman, Sons & Co. Montreal, Canada
 Lyon & Bro., C. B. 172 E. 5th st., St. Paul, Minn.
 Lyon Mfg. Co. 41-45 S. 5th st., Brooklyn, N. Y.

McIlvaine Brothers. 1500 Hamilton st., Philadelphia, Pa.
 Magnus & Lauer. 92 Pearl st., New York
 Maltine Co., The. . . . 8th ave. & 18th st., Brooklyn, N. Y.
 Mariani & Co. 52 W. 15th st., New York
 Marion Flint Glass Co. Marion, Ind.
 Marx & Rawolle. 100 William st., New York
 Mellier Drug Co. 2112 Locust st., St. Louis, Mo.
 Mephram & Co., Geo. S. East St. Louis, Ill.
 Merrell Chemical Co., The Wm. S.

515 E. 5th st., Cincinnati, O.

Merz Capsule Co. . . . 172 St. Aubin ave., Detroit, Mich.
 Miles Medical Co., The Dr. Elkhart, Ind.
 Mound City Paint and Color Co.

811-813 N. 6th st., St. Louis, Mo.

ASSOCIATE MEMBERS—Continued.

Moxie Nerve Food Co. of N. E.

69 Haverhill, Boston, Mass.

Müllhens & Kropff.....298 Broadway, New York

Mulford Co., H. K..412-428 S. 13th st., Philadelphia, Pa.

Munyon's Homeopathic Home Remedy Co.

53d & Jefferson sts., Philadelphia, Pa.

Murray & Nickell Mfg. Co..155 W. Polk st., Chicago, Ill.

National Lead Co.....100 William st., New York

National Licorice Co.....106 John st., Brooklyn, N. Y.

New York Pharmacal Association.....Yonkers, N. Y.

Oakland Chemical Co....464 W. Broadway, New York

Obear-Nester Glass Co....402 N. 3d st., St. Louis, Mo.

Ogborn, W. Howard

1009 Union Trust bldg., Cincinnati, O.

Omega Chemical Co.....452 Fifth ave., New York

Orangeine Chemical Co..15 Michigan ave., Chicago, Ill.

Pacific Coast Borax Co.

101 Sansome st., San Francisco, Cal.

Ashland Block, Chicago, Ill.

100 William st., New York

Palmer, Solon.....374-376 Pearl st., New York

Paracamph Co., The.....223 Third st., Louisville, Ky.

Paris, Allen & Co.....45 Broadway, New York

Paris Medicine Co...2622-2630 Pine st., St. Louis, Mo.

Pasteur Vaccine Co...219 E. Randolph st., Chicago, Ill.

Patch Co., The E. L.....91 Broad st., Boston, Mass.

Peek & Velsor.....9 Gold st., New York

Pennsylvania Salt Mfg. Co.

115 Chestnut st., Philadelphia, Pa.

Pepsin Syrup Co.....Monticello, Ill.

Peruna Drug Mfg. Co., The.....Columbus, O.

Phillips Chemical Co., Chas. H..128 Pearl st., New York

Planten & Son, H.....224 William st., New York

Pond's Extract Company....76 Fifth ave., New York

ASSOCIATE MEMBERS—Continued.

Powers & Weightman. .9th & Parrish sts., Philadelphia
Pratt & Lambert.176 Fulton st., New York

Randolph Paper Box Co., The.Richmond, Va.
Reed & Carnrick. .42 Germania ave., Jersey City, N. J.
Rogers & Pyatt.78-80 Maiden Lane, New York
Rosengarten & Sons. 1700 Fitzwater st., Philadelphia, Pa.
Rowell Co., E. N.Batavia, N. Y.
Rumford Chemical Works.Providence, R. I.

Schoellkopf, Hartford & Hanna Co.

100 William st., New York
Seabury & Johnson.59-61 Maiden Lane, New York
Slocum Co., T. A.98 Pine st., New York
Smith Co., J. Hungerford.Rochester, N. Y.
Stallman & Fulton Co.30 Platt st., New York
Stearns' Electric Paste Co.

1404 Tribune bldg., Chicago, Ill.
Sterling Remedy Co.Kramer, Ind.
Stilwell, Arthur A.28 Cliff st., New York
Sutherland Medicine Co., The E. E.Paducah, Ky.
Swift Specific Co., The.Atlanta, Ga.

Tetlow, Joseph. . . .10th & Cherry sts., Philadelphia, Pa.
Thompson & Co., F. A. .502 Trombly ave., Detroit, Mich.
Thomsen Chemical Co.

Race & Winder sts., Baltimore, Md.
Thum Co., The O. & W.Grand Rapids, Mich.
Thurston & Braidich.128 William st., New York
Tilden Co., The.New Lebanon, N. Y.
Todd Co., A. M. (Ltd.)Kalamazoo, Mich.
Troemner, Henry.911 Arch st., Philadelphia, Pa.
Trommer Company, The.Fremont, O.
Tuttle's Elixir Co.27 Beverly st., Boston, Mass.

Valentine's Meat Juice Co.Richmond, Va.
Van Stan's Stratena Co. 1211 N. 60th st., Philadelphia, Pa.

ASSOCIATE MEMBERS—Continued.

Vapo-Cresolene Co., The.180 Fulton st., New York
 Veatch, Byron E.46 Van Buren st., Chicago, Ill.

Ware Co., The Walter F..512 Arch st., Philadelphia, Pa.
 Warner & Co., Wm. R.

639 N. Broad st., Philadelphia, Pa.

Washburn & Co., E. L.New Haven, Conn.

Wellcome, Henry S. Snow Hill bldg., London, E. C., Eng.

Wells & Richardson Co.Burlington, Vt.

Wetmore Co., The S. H. . . .240-242 Pearl st., New York

Whitall-Tatum Co. . .410-416 Race st., Philadelphia, Pa.

Whitney Glass Works.Glassboro, N. J.

Will & Baumer Co., The.Syracuse, N. Y.

Williams Co., The J. B.Glastonbury, Conn.

Williams Mfg. Co.122 Water st., Cleveland, O.

Wilson, B. O. & G. C.46 Canal st., Boston, Mass.

Wirz, A. H.913-917 Cherry st., Philadelphia, Pa.

Wood Products Co. . .4th and Penna. sts., Buffalo, N. Y.

Zeilin & Co., J. H. .306-308 Cherry st., Philadelphia, Pa.

CONSTITUTION

PREAMBLE

WHEREAS, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws:

ARTICLE I

The name of this organization shall be the "National Wholesale Druggists' Association."

ARTICLE II

The officers of this Association shall be a President, five Vice-Presidents, a Secretary, a Treasurer and a Board of Control, who shall hold their offices one year, or until their successors are elected.

ARTICLE III

The officers shall be elected by ballot at the regular annual meeting. Each firm an active member of this Association shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five active members of the Association.

ARTICLE V

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association, shall be referred. All reports made to the Association shall be referred to the said Board for consideration, before final action.

ARTICLE IX

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X

Any firm engaged in the wholesale drug business may, on recommendation of the Committee on Membership and election by the Association, become an active member of this Association upon subscribing to the Constitution and By-Laws, and payment

of ten dollars initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business may be admitted as associate members, in the same manner as provided for the admission of active members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI

Any member may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII

The annual meeting of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee on Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date, as well as the place, of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to the date, if any, previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting, specifying the

object for which it is called, shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association, forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII

Any amendment to, or alteration of, this Constitution may be made at any annual meeting, by a vote of two-thirds of all the members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when the proposed alteration or revision shall have been submitted in writing at a meeting at least twenty-four hours previous to taking action thereon.

ARTICLE XIV

There shall be a standing Committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz.: On Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oils and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade-marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition

of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Time and Place of Next Meeting and on Nominations, each of which committees shall consist of five members, to be appointed by the President on the first day of the annual meeting, and the reports of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV

Any member, against whom charges have been made, may, after a fair meeting, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI

Any member in good standing, retiring from business and resigning from the Association, may be made an honorary member by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS

First. No member shall be allowed to speak more than twice on any question at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said Board shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact. The Secretary shall then inform such member in writing that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rule or agreement, he shall be subject to such action as this Association shall deem best.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-thirds vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

ORDER OF BUSINESS

1. Call to Order.
2. Calling Roll of Members.
3. Reading Minutes of Last Meeting.
4. President's Address.
5. Election of Members.
6. Secretary's Report.
7. Treasurer's Report.
8. Reports of Committees.
9. Miscellaneous Business.
10. Installation of Officers.

APPENDIX

INDEPENDENT LOCAL ORGANIZATIONS OF
WHOLESALE DRUGGISTS

(Each of these organizations is entirely *independent*, not being affiliated with or subordinate to the National Wholesale Druggists' Association. This directory is printed simply for information and reference.)

DRUG TRADE SECTION OF NEW YORK BOARD OF
TRADE AND TRANSPORTATION

Chairman, Albert Plaut.....	New York
Lehn & Fink.	
Vice-Chairman, Thos. P. Cook.....	New York
N. Y. Quinine and Chemical Works.	
Treasurer, Wm. A. Hamann.....	New York
Roessler & Hasslacher Chemical Co.	
Secretary, William F. McConnell.....	New York
203 Broadway.	
Chairman Committee of Jobbing Druggists,	
Wm. P. Ritchey.....	New York
Bruen, Ritchey & Co.	

JOBBER'S SOCIAL CLUB

President, W. T. Bland.....	Atchison, Kan.
The McPike Drug Co.	
Secretary & Treasurer, L. M. Smith.....	St. Joseph, Mo.
C. D. Smith Drug Co.	

LAKE ERIE DRUG CLUB

President, H. B. Fairchild.....	Grand Rapids, Mich.
Hazeltine & Perkins Drug Co.	
Vice-President, A. S. Brooks.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
Secretary & Treasurer, Robert H. Bradley.....	Toledo, O.
The Walding, Kinnan & Marvin Co.	

MISSISSIPPI VALLEY DRUG CLUB

President, W. P. Colburn.....Peoria, Ill.
Colburn, Birks & Co.
Vice-President, A. R. Olney.....Clinton, Iowa
Olney & McDaid.
Secretary & Treasurer, W. T. Harper, Jr.....Ottumwa, Iowa
J. W. Edgerly & Co.

NEW ENGLAND DRUG EXCHANGE

President, Bion R. Lane.....Portland, Me.
J. W. Perkins Co.
Vice-President, Charles H. Talcott.....Hartford, Conn.
C. H. Talcott & Co.
Secretary, Fred L. Carter.....Boston, Mass.
Carter, Carter & Meigs.
Treasurer, Charles C. Goodwin.....Boston, Mass.
Eastern Drug Co.

O., K. & I. DRUG EXCHANGE

President, Wm. C. Brown.....Columbus, O.
Orr, Brown & Price.
Vice-President, Alfred Vogeler.....Cincinnati, O.
The Alfred Vogeler Drug Co.
Secretary & Treasurer, Robert H. Bradley.....Toledo, O.
The Walding, Kinnan & Marvin Co.

OHIO VALLEY DRUG CLUB

President A. C. Murdoch.....Parkersburg, W. Va.
J. N. Murdoch Co.
Vice-President, W. M. Beall.....Steubenville, O.
Beall & Steele.
Secretary-Treasurer, Ben Exley.....Wheeling, W. Va.
Ohio Valley Drug Co.

PACIFIC DRUG EXCHANGE

President, Wm. P. Redington.....San Francisco, Cal.
Redington & Co.
Vice-President, Wm. Geary.....Sacramento, Cal.
Kirk, Geary & Co.
Treasurer, C. F. Michaels.....San Francisco, Cal.
Langley & Michaels Co.
Secretary, R. H. Bennett, Jr.....San Francisco, Cal.
123 California Street.

PHILADELPHIA DRUG EXCHANGE

President, Adam Pfromm.....	Philadelphia
Pfromm & Kindig.	
Vice-President, Edward J. Lavino.....	Philadelphia
310 Bullitt Building.	
Secretary, William Gulager.....	Philadelphia
253 Bourse Building.	
Treasurer, Edward H. Hance.....	Philadelphia
Hance Brothers & White.	

SOUTH ATLANTIC DRUG CLUB

President, Dr. W. J. Murray.....	Columbia, S. C.
The Murray Drug Co.	
Vice-President, I. A. Solomons.....	Savannah, Ga.
Solomons Company.	
Secretary & Treasurer, Jno. M. Scott.....	Charlotte, N. C.
Jno. M. Scott & Co.	

SOUTHERN DRUG CLUB

President, D. D. Philips.....	Nashville, Tenn.
Berry, Demoville & Co.	
Vice-President, A. M. Reid.....	Atlanta, Ga.
The Lamar & Rankin Drug Co.	
Secretary-Treasurer, H. H. Sinnige.....	Birmingham, Ala.
2219 Highland Ave.	
Assistant Secretary-Treasurer, J. T. Doster....	Birmingham, Ala.
Doster-Northington Drug Co.	

WESTERN WHOLESALE DRUG ASSOCIATION

President, J. C. Fox.....	Atchison, Kan.
Secretary, Otto Stein.....	Cincinnati, O.
Stein-Gray Drug Co.	
Treasurer, C. P. Walbridge.....	St. Louis, Mo.
J. S. Merrell Drug Co.	

NATIONAL ASSOCIATIONS IN THE DRUG TRADE

AMERICAN PHARMACEUTICAL ASSOCIATION

President, Lewis C. Hopp.....Cleveland, O.
Secretary, Chas. Caspari, Jr.....Baltimore, Md.
109 Aisquith Street.
Treasurer, S. A. D. Sheppard.....Boston, Mass.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

President, B. E. Pritchard.....Pittsburg, Pa.
339 Fifth Avenue.
Secretary, Thos. V. Wooten.....Chicago, Ill.
79 Dearborn Street.
Treasurer, Charles F. Mann.....Detroit, Mich.
900 Woodward Avenue.

PROPRIETARY ASSOCIATION OF AMERICA

President, D. S. Chamberlain.....Des Moines, Iowa
Secretary, Joseph Leeming.....New York
73 Warren Street.
Treasurer, Harry H. Good.....New York
57 Murray Street.

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